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JUL 21
1930

The NATIONAL WOOL GROWER



VOLUME XX
J U L Y
NUMBER 7
— 1930 —

The
Special Meeting
of the
Executive Committee
for Consideration
of the
Lamb Situation

Page 15

OFFICIAL ORGAN OF THE
NATIONAL WOOL GROWERS ASSOCIATION
SALT LAKE CITY, UTAH

Read What One Prominent Idaho Sheep Grower Thinks of the Denver Market

Montour Ida

Aug 14th 1929

John Clay Lominsko
Denver Colo.

Dear Sirs:-

I have just received the account sales of the last 6 cars of lambs you sold for me at Denver.

I wish to take this time to express our appreciation for the efforts you made in selling our lambs on the high points in Denver & the way you held down the cut is more than I can understand it was a fraction over 1.3 on 553 lambs.

I have heard of co-operative marketing since I was a small boy, but Mr. Clay in sending men like Mr. J. C. Wilkerson out here on the ground has come nearer to it than any thing yet, they are on the market & the range & by moving shipments back or ahead could keep a steadier stream of lambs on the market again I wish to express my sincere thanks to the Cruickshank Shipyards

Wesley S. Cruickshank

Mr. Cruickshank until recent years was not a patron of the Denver Market. By experience he found it an advantageous point to sell Idaho lambs; that the shrink was generally light compared to other points and that the sort was usually very small.

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Denver is a good sheep market for all Western producers. A market with a wide outlet for both fat and feeder lambs.

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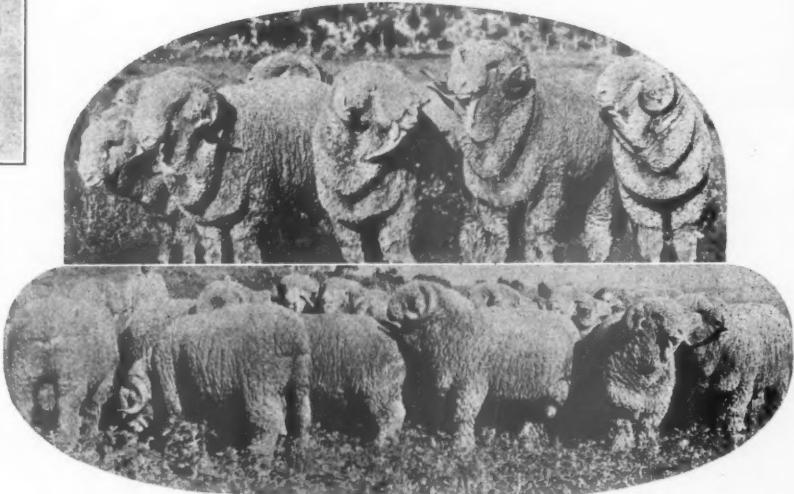
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"LEADER"—Son of "I-Am", the \$2,000 Ram Lamb. His half brother topped the 1929 National Ram Sale at \$1,525.00, paid by Gilbreath Bros., Colorado.

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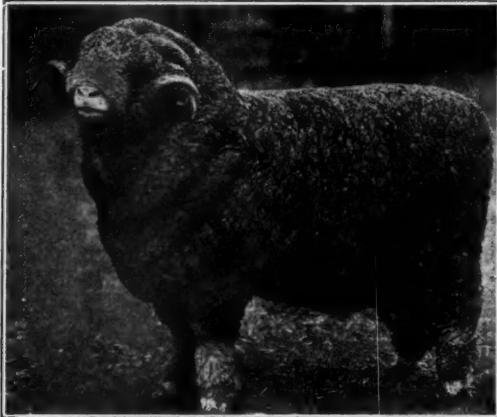
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"REPEATER"—Son of "Ginger", \$1,300 Ram Sold in the 1929 Sale to the Ephraim Rambouillet Association.

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Breeders of
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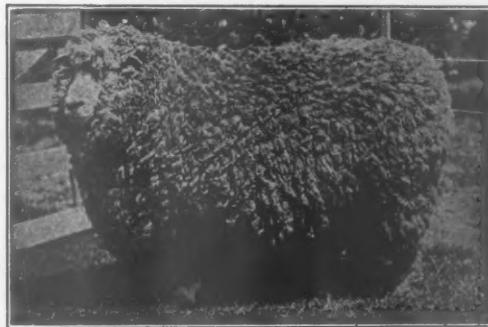
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rams for
sale at all
times.

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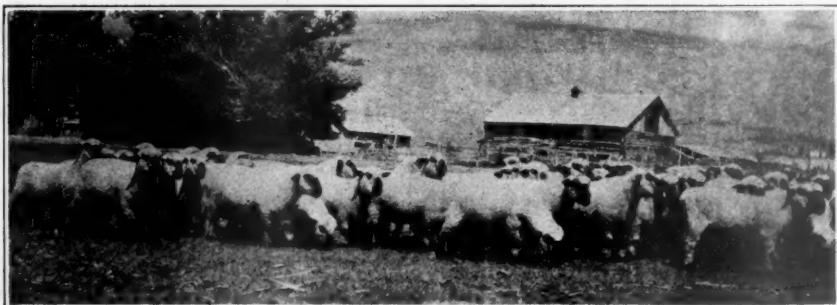
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THE NATIONAL WOOL GROWER

Official Organ of the
NATIONAL WOOL GROWERS ASSOCIATION

Published Monthly at 509 McCormick Building, Salt Lake City, Utah, by the National Wool Growers Association Co., Inc.

F. R. Marshall, Editor

Irene Young, Assistant Editor

SUBSCRIPTION RATES—Payment of dues in the National Wool Growers Association includes a year's subscription to the National Wool Grower. Dues and subscriptions are received along with state association dues by the secretaries shown below in the following states: Arizona, California, Colorado, Idaho, Montana, New Mexico, Oregon, Utah, and Washington. To nonmembers in the United States and Canada, \$1.50 per year; foreign, \$2.00 per year.

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EDITORIAL

A Premium for Quality

WITH the present very low prices for lambs, it seems almost foolish to speak of any favorable price condition. But there is today a more equitable spread between prices for good lambs and for common and inferior stuff than has existed for many years.

With top lambs around an \$11.00 basis, the common sorts are from \$6.00 to \$8.75. This price spread is as it should be, though all kinds are selling too low. The common lambs have a much lower dressing yield and produce a distinctly sub-standard carcass and quality of meat. The right spread in price constitutes a premium and an encouragement for the man who ships the better class of lambs.

But the premium upon 'fancy' lambs as compared to 'good' lambs is unjustifiably small, and much of the time is not paid at all. At Chicago the local butcher trade usually makes limited purchases of the best lambs and can obtain them by bidding ten or fifteen cents more than the big packers, though there may be as much as fifty cents difference in real value based on yield and quality of carcass. The buyers for the large packers, who put the prices on the bulk of the lambs sold, appear to have a limit which they will pay for the bulk of the good offerings but which they will not or cannot exceed even for the fanciest and more valuable stuff which is often shown in the pens in lots of one or more cars. In this section of the trade, the spread or premium is unjustifiably low, when present at all. It is unfair to the producers of the highest quality. It appears to be due to a fear on the part of the buying interests that extra prices paid for high quality will raise the price of the general run. So long as it can be enforced, this policy simplifies procedure for buying in volume and permits the making of a low average cost through general but final orders from the head office to the alley buyer, but it is not good business and is not fair to producers.

Holding Ewe Lambs

LAST fall's heavy shipments of ewe lambs were largely the cause of the excess supply that went into feed lots and later demoralized conditions at the markets.

From most of the range states an unusually large proportion of the ewe lambs was shipped to make up for the smaller number of wethers in last year's light lamb crop. Also, stocking up had about reached its limit and prospects did not suggest carrying stocks that could be cashed for fair returns.

Opinions differ as to what will develop in the disposition of this year's ewe lambs. Some hold that if prices are low, range men and their bankers will hold the right class of ewe lambs for stock purposes. This would be a great help to the fall market for making sales and prices either at the stock yards or in home transactions. Others argue that with smaller

wool checks and possibly low prices for the wether lambs that must go anyway, financial necessities will compel the general selling of ewe lambs. If this should be done, the average ages of the breeding bands will be so great as to invite heavy losses if an unfavorable winter comes. It would make it absolutely necessary to hold next year's she stuff regardless of how much it might then be on the market.

In these days of fully stocked ranges and farms, and better winter care that reduces losses, a part of the ewe lambs must go to slaughter. This is true outside of the black-faced stuff of which both sexes regularly are shipped. More ewe lambs of breeding suitable for stock purposes are produced in the West than will now be required for maintaining proper ages in breeding bands.

It will be good business this year for both the sheep owners and their bankers to hold enough ewe lambs to keep good ages in the outfits. This will keep the collateral good, help the fall markets, and permit cashing in on larger shipments next year if prices are more attractive.

The Flexible Provisions of the Tariff Law

THERE appears to have been considerable exaggeration of the effect of the changes made by the Hawley-Smoot Tariff Act respecting the flexible provisions as compared to the situation under the old law.

In his message of approval of the new law, President Hoover made no comment upon the levels of the various duty rates, but rather plainly intimated that some of the rates specified would need to be changed, and that such would be done under the broader powers conferred by the new act upon the President and the Tariff Commission.

Under the old law, the Tariff Commission consisted of six members, of whom, not more than three could be of the same political party. The House tariff bill of last year removed this political stipulation, but the Senate, and later the conference, reinstated the old language so that we still are required to have a commission with half of its members subscribing to the doctrines of a party that as such has not yet expressed its belief in the application of the policy of tariff protection for American industries and producers.

The final form of the new law, however, places it within the power of the President to appoint an entirely new commission. The law provides that within ninety days from its passage, the commission shall be reorganized,—meaning that the terms of all existing members of the commission shall be terminated regardless of the number of years they have served under their six-year terms. It is reported that the President will retain not more than two old members of the present commission, and that search is being made for an outstanding national figure to accept the chairmanship. The new law requires that

"the President shall annually designate one of the commissioners as chairman and one as vice-chairman of the commission." This would not hinder the continuance of the same individual in the position of chairman of the commission if such were the desire of the President. It does not appear that anything of material value has been gained in respect to the organization and qualifications of the commission except that perhaps with the higher salary of \$11,000 per year the President may be able to secure more competent men for this important work than usually have held these positions in the past.

The so-called flexibility of the tariff is still carried in the law under provisions requiring the commission to investigate differences in cost of production of articles of foreign and domestic origin. These investigations are to be conducted "as may be requested by the President by either branch of Congress." If the investigation shows that the rates of duty as written in the law are more or less than is required to equalize the differences between foreign and domestic costs of production of the same article, then such rates may be lowered or raised, but not by more than fifty per cent of the previous rate. Such changes do not become effective unless proclaimed by the President.

Early after the final passage of the new law, Congress took action, calling upon the Tariff Commission to conduct investigations and make reports upon rates of duty on a number of agricultural commodities including sugar. The Carded Woolen Manufacturers Association filed a request for an investigation into the rates of duty upon wool and the manufacturers of wool, but apparently such investigation has not been ordered.

If the new commission is to be more responsive to the requirements of the country than was its predecessor, it will be necessary to have a further reorganization beyond the change in the personnel of the commissioners themselves. During the recent period of tariff legislation, the members of the commission were much less conspicuous, and apparently less active and influential than were the so-called experts detailed to advise senators and congressmen in respect to various commodities. It was quite apparent that

any member of Congress could find a suitable expert within the commission that could give him such official information as would support the position he might wish to defend in regard to any rate or commodity. In many instances, these experts were men of limited practical acquaintance with the production and commerce of the commodity they represented. There was no indication that the findings and statements handed by these experts to the members of Congress had the approval of the commission itself. In fact, the commissioners were usually divided along political lines and if a report was issued upon any article, it was usually qualified and compromised so greatly as to have little real value or significance. Possibly, the reorganized Tariff Commission will be of real service in making rates of duty upon a more equitable and scientific basis. If so, the result will be accomplished, not so much by the changes provided in the law, as through the President's selection of the members of the commission and their ability and willingness to work together for real service in maintaining and giving effect to a national policy of protection for American industries and producers.

THE NEW DUTY ON CARPET WOOLS USED FOR CLOTHING PURPOSES

UNDER the old tariff law that was in effect from September 21, 1922, until June 14, 1930, wools of the carpet class were admitted free when actually used in carpet manufacture—or the importer deposited the amount of duty that would apply if the wool was used for other purposes than carpet making, and the amount was refunded to him upon subsequent proof that the wool concerned had gone into carpets.

That law provided that when wool of the carpet type was used for any purpose other than that of carpet manufacture, it should pay a duty of 12 cents in the grease, 18 cents if washed, and 24 cents if scoured. Many wools of this type imported from far eastern countries have never been scoured, but have been beaten with sticks and otherwise manipulated with the result that in the condition imported, they yielded over 80 per cent of their weight in clean wool and still were classed as grease wool. This meant the payment of a duty equivalent to 15 cents per pound of clean content instead of 24 cents as prescribed in the old law for scoured carpet wools or 31 cents for wools of the class used for regular clothing purposes.

In the new law, these wools still are admitted free for actual carpet making, but when used otherwise, a duty of 24 cents per pound of clean content is collected if they are entered in the grease or washed, and 27 cents if scoured. This is an increase of from 15 to 24 cents per pound of clean content upon the considerable amount of imported carpet wool that was being used in the manufacture of clothing.

The total imports, in 1929, of carpet wool amounted to 175 million pounds, of which 149 million was reported as subject to duty, or apparently imported to be used for other than carpet purpose. The low cost of these wools and the low duty under the old law made them very attractive to some mills in holding down material costs. It will be interesting to see the extent of these imports under the higher rate of duty, and when better wools are selling at lower prices. Material benefits to domestic growers should result.

SHEEPMEN'S CALENDAR

Conventions

Wyoming Wool Growers—Buffalo, July 15-17.

Colorado Wool Growers—Salida, July 28-29.

Texas Sheep and Goat Raisers—Brady, July 30-August 2.

California Wool Growers—San Francisco, November 5-6.

Sales and Shows

Idaho Ram Sale—Filer, August 6.

National Ram Sale—Salt Lake City, August 25-28.

Nevada State Livestock Show—Elko, September 11-14.

Wyoming Ram Sale—Casper, September 16-17.

Pacific International L. S. Exposition—Portland, Oregon, October 25-November 1.

Ak-Sar-Ben Stock Show—Omaha, Neb., October 31-November 7.

International L. S. Exposition—Chicago, November 29-December 6.

Christmas Livestock Show—Los Angeles Union Stock Yards, November 29-December 6.

THE NEW TARIFF LAW

NOW that the recent tariff law has become effective, a lot of propaganda is being industrially circulated to poison the public mind against it by asserting that it will destroy our foreign trade and thereby greatly injure this country. It is asserted that in retaliation foreign nations are raising barriers against our products. It is well to know in the beginning that practically all these foreign protests originated with a lot of Hebrew importers who live in the United States and who make a living, and then some, by importing foreign merchandise into this country. They have no interest in America except to bleed it through imported goods which ought to be produced at home. These importers make representations to their foreign clients that the tariff will destroy their business and in that way get the foreign government to make a protest against our law. It was testified to by an American before the Lobby Committee that he had urged South American countries to protest against our tariff on sugar, and then it developed that he had heavy financial interests in Cuban sugar and wanted a low tariff thereon.

Nor should it be forgotten that American financiers have since the war invested about fifteen billion dollars in foreign industrial enterprises and are sending these foreign-made goods back to the United States; hence they desire low duties on them. Henry Ford now makes his Fordson tractor at Dublin, Ireland, and sends it back to this country free of duty. Neither our farmer nor laboring man got a single penny out of the making of this tractor and every dollar paid out for it goes to the support of Ireland instead of the United States. When Congress passed the tariff bill, it had in mind the fact that the total business of the United States is approximately 90 billions per year while our exports to foreign countries are about 4½ billions per year. It probably felt it was better to protect the 85½ billions of home industry than the paltry 4½ billions of exports. At least that is the way I see it.

From reading the papers one would imagine that all foreign countries accepted all our goods free, but the fact is that

practically every important country, outside of England, maintains higher tariffs than we ever dreamed of. France, Germany, Spain, and Italy all have tariffs on wheat ranging from 50 cents up to 95 cents per bushel. In addition Germany and Spain require that all wheat milled must carry 50 per cent of home-raised wheat. In the case of sugar only England has a tariff as low as ours. Foreign sugar tariffs range up to 15 cents per pound in the case of Brazil. In addition to tariffs foreign countries exclude our merchandise by other laws far more effective than any tariff. For many years England has required any live mutton or beef sent to that country to be slaughtered on arrival on the dock. This put us out of the exporting business. For twenty years Germany required each piece of pork we sent her to be microscopically tested for trichina. This excluded our pork. Today Germany has a tariff of 8 cents per pound against our hams.

Just recently I read a long editorial in the official paper of the cattlemen attacking the principle of protection. Certainly the cow man can have no just complaint against this tariff law. It practically gives him an embargo on cattle and their products. It places a duty of 6 cents per pound on beef and veal and up to 3 cents per pound on live cattle. In addition it puts an embargo on all meat from the Argentine and other countries where foot-and-mouth disease prevails. If these rates are not high enough we ought to be in some other business. Fortunately for the cow man his tariff has been fully effective for more than ten years and will be effective in the future.

A great deal is now being said about losing our trade with Canada on account of this new tariff. This is amusing to one who knows a little history. President Taft conceived the idea of a reciprocity treaty with Canada. He felt that Canada was entitled to lower rates than those provided in the Payne-Aldrich law. So he agreed with Canadian officials on a reciprocity treaty giving Canadian products very low rates. President Taft forced Congress to pass this treaty, but when the treaty was submitted to Canada, she repudiated it overwhelmingly. She felt insulted and outraged and left the United

States humiliated and abashed at her own nonsense.

Finally we should remember that most of this foreign protest against our tariff aside from that of the importer comes from a group of our own international bankers who have made tremendous foreign investments and who hope to recoup their losses in foreign countries by selling their foreign merchandise in this country free of duty.

Also our people should remember that the rates in the new law average less than 2½ per cent higher than in the old law. Of course on livestock and agricultural products the new rates are many times higher than that, but those are our rates. My own opinion is that, taken as a whole, this is the best tariff law ever passed. Some rates are too high and some too low, but the general average is the best we have ever had.

S. W. McClure

RAG IMPORTING SUFFERS UNDER NEW TARIFF

THE imports of wool rags, flocks and mungo into the United States during the first four months of this year amounted to 5,550,000 pounds with an average decreased value of 26 cents per pound.

In the last four days before President Hoover signed and made effective the Hawley-Smoot Act, just a little short of one millions pounds were withdrawn from customs to avoid payment of the new 18-cent rate instead of the former rate of 7½ cents per pound.

The condition of the rag importing trade, as a result of the new tariff, was recently described in the Boston Transcript in this way:

The passage of the tariff bill, placing a duty of 18 cents a pound upon all imported woolen rags has given a stunning blow to the rag-importing trade with Germany and Great Britain. The large imports which have occurred in recent years in knit and similar stocks costing around 20 cents per pound in the foreign market will come to an end, it is said. Only on the high-priced clips is the import business likely to maintain itself, and that with difficulty.

A leading importing house states that the tariff of 18 cents per pound has had not the slightest influence either on prices or demand for the large quantity of foreign knit stocks recently taken out of bond. It was intimated however, that a change in the price situation awaited the appearance of some show of activity by consuming mills,

that the market was too thin at this time to think of higher prices even on the best of materials. Asked as to the effect of the tariff on old woolen rags this factor stated that it would positively bring their importation to an end. When it was suggested that the tariff, though very high, might not affect the imports of white hosiery and similar clips, he replied that before this could occur the domestic market for these materials would have to be higher, and the foreign market lower; that there was too small a spread between the markets at this time to operate under the handicap of an 18 cent-per-pound duty.

The signing of the revised tariff by President Hoover occurred sooner than anticipated and led to considerable activity in getting rags out of bond. The foreign rags now out of bond at the old rate of duty will have to find a market, and yet the

situation is very much against any immediate expansion in mill consumption and purchase of woolen rags. The way the big mills continue to buy fine wools is in itself an indication that the worsted branch of manufacturing leads in interest at this time. In the three or four days preceding the passage of the tariff bill 926,000 pounds of foreign rags were taken out of bond in Boston at the old rate of duty of 7½ cents per pound.

Manufacturers and others who have been in the habit of utilizing imported knit stocks have shown some interest since the tariff went into effect, and have been trying to purchase parcels of white and colored knit stocks at prices quoted by holders when the question of duties was still in doubt. This they have not been able to do. Importers know quite well the value of these materials, and they know also that similar materials cannot be imported any longer.***

prices around too much. But there was a long period of lower wholesale costs, and even on the new crop of real milk lambs of the best quality that comes on the market, a lot of shops have ignored the opportunity to increase their volume of business and their profits by putting prices to a point that would mean much larger sales and still allow a fair profit.

The chain stores have shown a much greater readiness to keep their selling prices in line with costs than have most of the independent retailers, but these organizations often stop buying lamb altogether when costs move up, and make harder business for the packer salesman in the branch house, and less competition in which to maintain prices.

There can be no legislative way to force retailers to observe any level of prices and the producers' only means of improving the situation is by personal contacts with the retailers within their reach and then, by adequately financed publicity, to advertise to the consuming public the facts of the case, and to tell what shops are handling good quality lamb at fair prices.

In connection with live and wholesale prices for dressed lamb, the following figures and quotations from Chicago and Jersey City for a recent week are interesting: •

Receipts, Live Prices and Carcass Prices at Chicago and Jersey City

| Chicago | | | | | | Jersey City and New York | | | | | |
|---------|------------------------|--------------------|---------------------|----------------------|-----------------------------------|-----------------------------|----------|--------------------|---------------------|----------------------|-----------------------------------|
| | Receipts | Live Prices Top | Live Prices Bulk | Dressed Price Top | Dressed Price Common 38-lb. | | Receipts | Live Prices Top | Live Prices Bulk | Dressed Price Top | Dressed Price Common 38-lb. |
| June 30 | 8,000 2,100 direct | \$11.60 | \$11.40 | \$25 | \$15 | 12,600 and 21,000 direct | \$11.50 | \$9.50 | \$27 | \$21 | |
| July 1 | 8,000 7,000 direct | 11.25 | 10.75 | 25 | 15 | 4,040 and 4,000 direct | 11.50 | 9.50 | 26 | 21 | |
| July 2 | 10,000 4,700 direct | 11.25 | 10.75 | 25 | 15 | 2,000 and 5,000 direct | 10.50 | 9.25 | 26 | 20 | |
| July 3 | 8,000 8,000 direct | 11.25 | 10.75 | 25 | 15 | 1,150 and 6,000 direct | 11.00 | 9.25 | 25 | 20 | |
| July 7 | 8,000 2,200 direct | 11.25 | 10.75 | 26 | 15 | 13,000 and 11,000 direct | 11.00 | 9.25 | 26 | 21 | |

In the above table, the directs shown for Chicago are included in the number shown for total receipts of the same day. On July 3, all the lambs received were on direct billing to packers and no lambs were sold in the yards. Presumably, the reported price was that price given by the packers to the market reports for the Market News Service of the U. S. Department of Agriculture.

There is a good deal to be said on behalf of retailers who fail to lower lamb

The Special Meeting of the Executive Committee for Consideration of the Lamb Situation

FOR many years the need for stimulating a greater use of lamb by the American public has been apparent to the producers of that product. The lamb demonstrations started in September, 1927, represented recognition on the part of lamb raisers and feeders of this necessity. As originally planned, that undertaking was to be expanded to such an extent that it would result in the absorption of the larger supply of lamb that was then foreseen. Insufficient funds made realization of this expectation impossible, and while the value of the demonstrations and the results obtained through them are unquestioned, lamb market conditions have brought home to sheepmen the vital need for a vigorous, nationwide campaign to promote the consumption of lamb.

In order that the entire problem might be considered thoroughly and apart from all other questions, President Hagenbarth called a special meeting of the executive committee of the National Wool Growers Association for June 30 at Salt Lake City. Invitations to attend the meeting were also sent to all secretaries and presidents of state wool growers' associations and to representatives of the Colorado-Nebraska Lamb Feeders Association. The sessions opened with the following members of the committee present: F. J. Hagenbarth, R. C. Rich (Idaho), C. H. Williams (Montana), W. C. Osborn (Colorado), E. S. Mayer, Jr., (substituting for T. A. Kincaid of Texas), T. E. Pollock (Arizona), and Secretary Marshall. H. W. Harvey and J. A. Hooper, president and secretary, respectively, of the Utah Wool Growers Association, Robert MacIntosh,

secretary of the Colorado Association, and H. W. Farr and E. J. Wagner representing the Colorado-Nebraska Lamb Feeders Association, were also present. Messrs. W. P. Mahoney of Oregon, Thomas Cooper of Wyoming, L. B. Palmer of Ohio, and Floyd Lee of New Mexico wired or wrote expressing their interest in the lamb question and regret at their inability to attend the meeting.

production, marketing, and distribution of lamb." The \$400,000 would "include the share of each state's support of the regular budget of the National Wool Growers Association and would furnish approximately \$375,000 per year to go exclusively into the promotion of lamb consumption." Inasmuch as all states were not represented at the meeting, the resolution calls for further discussion and consideration of the plan at a special lamb convention of the National Wool Growers Association to be held in Salt Lake City on August 23, two days prior to the opening of the National Ram Sale. In the meantime the proposal will be presented to the state conventions of wool growers being held this month in Arizona, Utah, Wyoming, Colorado, and Texas. The Arizona Wool Growers Association endorsed the plan outlined in the resolution of the executive committee of the National Wool Growers Association as it was adopted on July 1, at its annual convention at Flagstaff, July 8-9.

To raise \$400,000 per annum seems a stupendous task, impossible some might say. But other apparently impossible things have been achieved by the concerted efforts of sheepmen. The orderly marketing of the wool clip was a topic for addresses, discussions, and resolutions at conventions for many years, and even its most ardent supporters were doubtful that it would ever come into existence. Now through the National Wool Marketing Corporation, the long-desired object is being achieved. Big achievements also have been recorded in tariff work. Hard, persistent efforts were required to have

A Special Lamb Convention—August 23, 1930

A SPECIAL convention of the National Wool Growers Association is to be held at the Utah Hotel, Salt Lake City, commencing at 10 A. M., Saturday, August 23, 1930. This convention was arranged at a special meeting of the Executive Committee held June 30 and July 1. There will be no set program but lamb raisers and representatives of feeders and the packer interests will be expected to make suggestions regarding the handling of the 1930 lamb crop in view of existing conditions and experiences in marketing and distributing the 1929 crop.

There will be the fullest opportunity for expression of opinion. The Committee particularly requests constructive suggestions as to the improvement and carrying out of the program for promoting lamb consumption as adopted by them on July 1 and presented in this issue of the National Wool Grower.

At the close of the discussion an executive session of members will be held, if desired. Following the meeting the Executive Committee will go into session on Saturday evening to make more detailed provisions for financing the lamb promotion undertaking, to decide as to time and place of the next convention, and to consider and act upon any other association affairs that may be presented.

Special railroad rates to the convention and ram sale have been requested. Very favorable summer tourist rates to Salt Lake are in effect from Portland, San Francisco, Los Angeles, and Denver.

Two full days of discussion and consideration were given to the single topic of how to improve the situation in the lamb market. The results of the deliberation were set up in the form of a resolution (printed in full on page 17) which proposes "that a fund of \$400,000 per year should be provided by the associations affiliated in the National Wool Growers Association, this fund to be supplemented by amounts to be obtained from lamb raisers in other states; and that every effort be made to further augment this fund by cooperation with lamb feeders and all others interested in the

the wool duties levied on the clean content basis in 1922; it took similar determination and continued effort to have the rates on wool rags, wastes, etc., made more nearly equitable with the duty on raw wool. It seems proper, therefore, to assume that, once aligned to a program, the sheep industry can accomplish the ends sought.

It is true that the undertakings mentioned above have been handled with a comparatively small outlay of money. That being so, it does not seem unreasonable to ask members of the industry to support liberally an undertaking which will bring returns to producers in amounts many times greater than its cost. It should be understood at the outset, however, that the program does not call for the comparatively few men who have been supporting the sheepmen's organizations to shoulder the burden of raising this entire fund. The project includes plans for a more complete organization that will draw in, as nearly as possible, all those engaged in the business of producing market lambs.

No conversion of those present at the June 30 meeting to the desirability of launching a big campaign to promote increased use of lamb was necessary. The brief report of the lamb market situation given by President Hagenbarth at the first session and the statements made on conditions in the sections represented were sufficiently convincing. The problems up for solution were, first, how to raise the amount of money necessary to put such a project over, and, second, how to spend such funds to obtain the greatest benefit.

Three plans were proposed as answers to these questions, two by the Millis Advertising Company of Indianapolis, Ind., and the Tracy, Locke, Dawson Company of Dallas, Texas, both of which firms offered to aid in the collection of the funds necessary in addition to preparing the advertising campaign proper, and one by the H. K. McCann Advertising Company of Chicago, a strictly advertising concern.

The plan proposed by the Millis Company was given by Mr. Mayer of Texas, with whom representatives of that company had conferred. Briefly, the Millis plan is: They offer to make a study of the

entire situation, put a crew of trained men out to make collections from individual sheepmen in the name of the National Wool Growers Association and retain from twelve to twenty per cent of the amount collected, depending on the amount of work necessary, as their fee for such service. They will undertake the work only on the condition that the campaign will be of four years' duration. Signatures of the sheepmen would be obtained, under the Millis plan, to eight trade acceptances (two for each year) to be deposited with a bank which would act as trustee and make collections on the trade acceptances twice a year for the four-year period. The growers would have to pay the bank \$500 for this service; they would also have to pay for the auditing of the books of the Millis Company every six months.

Mr. Tracy represented the Tracy, Locke, Dawson firm. This company also offers to help raise the funds for the advertising program, but the offer is contingent upon the setting up of an entirely new organization specifically designed to handle the lamb program. The fee for making the collections would be the actual cost of the work, which, Mr. Tracy stated, seldom exceeded ten per cent of the amount obtained. The firm will not, however, undertake to canvass individual sheepmen; the plan proposed by them must be sponsored or fathered by a very complete organization set up by the National and its affiliated state associations. While no definite program for the advertising campaign was given by Mr. Tracy, he estimated that it would require at least \$250,000 per year for the first year's work and that the work should extend over five years, the yearly expenditure to be decreased as the campaign progressed.

In introducing his proposal Mr. Wallace informed the committee that the H. K. McCann Company was founded in 1912 and handles more food advertising than any other agency. The "brand" campaigns of the Borden, Beechnut, and Del Monte people were conducted by this firm; also the cooperative campaigns for the Havana Pineapple Canneries, California Lima Beans, Sunsweet Prunes, California Asparagus and California Walnut growers. It was this agency

also that put over the very effective ham and bacon advertising campaign two years ago, through which 112 million pounds of ham and bacon were moved into consumption at an expense of \$300,000 in a very brief time.

The proposal of the McCann Company, which confines its operations to advertising and handles no collections, was based on the expenditure of \$973,138.82 per year. A staggering sum to suggest to sheepmen. The way in which such an amount could be spent, however, in increasing the use of lamb was so attractively pictured by Mr. Wallace, that it wiped out the last vestige of opposition on the part of those present to a big advertising project for lamb. Two divisions of the McCann proposal were discussed by Mr. Wallace: advertising proper through magazines and radio broadcasts, and follow-up or cooperative work with packers, retailers, domestic science teachers, restaurants, hotels, railroads and the members of the lamb industry themselves. The importance of the second phase of the work was stressed with particular emphasis by Mr. Wallace; without it, he said, the most effective results could not be obtained from the expenditure for national magazine advertising and radio broadcasts. The magazines to be used for the color pages advertising lamb include the Ladies' Home Journal, Woman's Home Companion, Good Housekeeping, Pictorial Review, Delineator, and McCall's Magazine, whose total circulation is 14,000,000. National broadcasts would be given for one-half hour in the evening once a week for thirteen weeks at least, and for a quarter of an hour once a week in the morning during the same period. The follow-up work with the packers and retailers would be done by means of great expansion of the lamb demonstrations, the holding of mass meetings, trade paper advertising, and the issuance of such supporting material as copy for advertisements to be used by the retailers, recipe booklets for distribution, broadside posters, window placards, and prize money for contests between retailers, and so on. The cooperation of all public eating houses would be sought, under the McCann plan, the support of teachers and dietitians would

be secured and the lamb producers furnishing the money for the campaign would be kept informed as to its progress.

As stated above, the million-dollar campaign as outlined by Mr. Wallace for the McCann Company was most stimulating. It was recognized as being beyond the sheepmen, however, and Mr. Wallace was asked to submit a lamb promotion program based on the expenditure of about half that sum, and an outline of such a plan is included in the resolution adopted by the committee.

The suggestions and proposals made by the three advertising firms were considered by the committee on July 1. Much time was devoted to a discussion of turning the collection of funds over to an agency. The pleasant appeal that such a proposition had was recognized, but it was felt by the committee that it would not be conducive to best association work to have the collections made by any

agency in the name of the National Wool Growers Association. Likewise, although it was generally conceded that a stronger and more inclusive organization of the sheepmen was necessary to a successful advertising campaign, the setting up of a second organization to handle the advertising work alone was considered a duplication of expense and effort. However, the necessity for giving the state associations more assistance in securing a larger enrollment of members was recognized and the resolution finally adopted by the committee calls for the employment of organizing specialists for such work; such men to be paid out of the fund raised for the advertising program.

Several methods of raising the money were suggested. Mr. Farr of the Colorado-Nebraska Lamb Feeders Association, in reviewing the work of that body to move the lambs fed by them during the past winter, stated that the most effective way

found by them to collect money was by having the feeders sign cards authorizing the commission men to deduct so much per head on all lambs marketed. It was pointed out by Secretary Marshall that an attempt had been made by the National Wool Growers Association to collect its dues through the commission firms during the years 1924-25 and that the venture had proven anything but satisfactory. Conclusion was finally reached that it would be better to let each state decide for itself as to the ways and means of raising its share of the proposed \$400,000 annual budget of the National Wool Growers Association, \$375,000 of which is to be spent in promoting the use of lamb.

The result of the committee's consideration of the lamb marketing question is given in the resolution printed below.

Resolution Adopted by the Special Meeting of the Executive Committee of the National Wool Growers Association at Salt Lake City, Utah, on July 1, 1930

The following resolution was adopted by the Executive Committee of the National Wool Growers Association on July 1, 1930, at the conclusion of a two-days' discussion in a special meeting called for the consideration of the lamb market situation:

Whereas, in consideration of the recent events in the lamb market and the present market conditions and prospect, it is imperative that some new and special effort be put forth by organized lamb raisers and feeders to increase the demand for lamb and thereby establish greater stability in market values in the hope of maintaining a price that will at least approximate the cost of production. Other important matters in connection with the distribution and sales of lambs must be considered and dealt with, but at present the most essential and promising of results is that of increasing demand and consumption, particularly with a view to securing the use of lamb

by the very large proportion of the United States' population which does not now use our product.

Therefore, Be It Resolved, that a fund of \$400,000.00 per year should be provided by the associations affiliated in the National Wool Growers Association; this fund to be supplemented by amounts to be obtained from lamb raisers in other states. That every effort be made to further augment this fund by cooperation with lamb feeders and all others interested in the production, marketing, and distribution of lambs. The amounts herein-after specified to be raised in each state and totaling \$400,000.00 would include the share of each state's support of the regular budget of the National Wool Growers Association and would furnish approximately \$375,000.00 per year to go exclusively into the promotion of lamb consumption.

That as much as possible of this fund shall be collected and made available to start this work immediately.

That the wisest and most productive use of such a fund would call for ex-

penditures in the following lines:

- (a) Magazine advertising in such periodicals as the *Ladies' Home Journal*, *Good Housekeeping*, *Woman's Home Companion*, *Pictorial Review*, *McCall's Magazine*, and possibly the *Saturday Evening Post* or *Collier's Weekly*.
- (b) Radio advertising over one of the chain broadcasting networks for a period of at least thirteen weeks each year. This radio part of the campaign would reach approximately eight million of the estimated 14½ million radio set owners in the country.
- (c) Direct mail and supporting material, such as recipe booklets, store display pieces, broadsides, posters, etc., for the purpose of stimulating lamb selling and consuming activities of retailers, packers and their salesmen, hotels, restaurants, railroads, steamship lines, dietitians, domestic science teachers, etc.
- (d) An extension and improvement of the lamb demonstration work conducted since 1927 by the National Wool Growers Association and the Colorado-Nebraska Lamb Feeders Association together, cooperating with the National Live Stock and Meat Board.

That this undertaking should be handled as a cooperative project by the lamb raisers and lamb feeders contributing to its support as a single, comprehensive

and continuing campaign, in conjunction with the National Live Stock and Meat Board, or otherwise as may be found advisable.

That the National Wool Growers Association should make arrangements to provide one or more organization specialists to work with the various associations in the raising of the funds.

That this plan be further considered and discussed at a meeting to be held at Salt Lake City, Utah, August 23, 1930.

That in the meantime the discussions of this meeting and the action taken shall be presented to the annual state conventions to be held during July in Arizona, Utah, Wyoming, Colorado and Texas, and also to the officers of the organizations not represented at this meeting.

The respective annual quotas of the twelve states referred to above as contributing \$400,000.00 per year for this undertaking, computed on the basis of the number of sheep in each of those states as estimated by the United States Department of Agriculture for January 1, 1930, would be as follows:

| State | No. of Sheep | Quota |
|------------|--------------|--------------|
| Arizona | 800,000 | \$ 10,484.00 |
| California | 3,923,000 | 51,395.00 |
| Colorado | 1,500,000 | 19,654.00 |
| Idaho | 2,260,000 | 29,610.00 |
| Montana | 3,913,000 | 51,264.00 |
| Nevada | 1,088,000 | 14,256.00 |
| New Mexico | 2,527,000 | 33,094.00 |
| Oregon | 2,501,000 | 32,767.00 |
| Texas | 5,550,000 | 72,709.00 |
| Utah | 2,507,000 | 32,845.00 |
| Washington | 657,000 | 8,610.00 |
| Wyoming | 3,306,000 | 43,312.00 |
| Total | 30,532,000 | \$400,000.00 |

ARTHUR A. WOOD PASSES

ARTHUR A. WOOD, head of the firm A. A. Wood & Sons, died at his home in Saline, Michigan, the early part of June. Mr. Wood was an active and progressive breeder for fifty years and more, as well known perhaps in fine-wool sheep circles as any man in America. Sheepmen of the West will probably recall consignments from the Wood firm to the National Ram Sale in 1917 and 1918, and many of them will remember the sons, Roscoe and Arthur G. (better known as "Bob"). Roscoe Wood, who died several years ago, made his home in Wyoming and took an active part, I be-

lieve, in the affairs of the National Wool Growers Association.

My intimate friendship with Arthur A. Wood dates back a third of a century. I knew him as a clean, wholesome companion. He was a careful, conservative business man, but liked also to see the other fellow succeed. He was always willing to give a young and inexperienced breeder a lift. His was a kindly genial nature.

Mr. Wood's aged widow and his son, Arthur G., survive him.

Comfort A. Tyler.

WOOL INSTITUTE ORDERED TO DISCONTINUE PRICE ACTIVITIES

MUCH benefit to all branches of the wool industry has been looked for from the work of the Wool Institute, organized two years ago with headquarters in New York City and conducted under the presidency of A. D. Whiteside.

The Institute's plans and activities were based mainly upon commercial service to wool manufacturers in settling trading disputes, assembling and distributing statistics upon goods production and sales, and in aiding members to adjust the character and amount of their cloth output to the latest demands for the retail trade. The Institute planned and conducted the spectacular Wool Pageants, of great value to the public and to the distributing trade in introducing seasonal fabrics and stimulating cloth and garment makers to more extensive employment of wool fabrics to meet the changing and whimsical phases of the consumer demand in style and make-up that has been so much in evidence in recent years.

In late months the Institute apparently had undertaken to stabilize the cloth trade and to improve conditions for the members through employment of better methods in seasonal openings for display of goods and in more uniformity of methods on the part of the cloth manufacturers in the merchandising of their outputs. Recently some effort appears to have been made in reaching agreements as to the maintainence of cloth prices, which came under the scrutiny of the Department of Justice. A suit was entered, but the Institute agreed to the

filings of a decree under which such price undertakings will be discontinued.

In reporting the entering of the decree, the Daily News Record of New York said:

A decree adjudging the activities of the Wool Institute, Inc., composed of 173 members engaged in the operation of woolen mills and plants throughout the country, to constitute a combination and conspiracy in restraint of interstate trade in violation of the Sherman Law was entered yesterday, June 27, in the United States District Court.

The decree, which was entered with the consent of the Wool Institute, Inc., represented by the law firm of Lee, Swan & Donoghue, was formally approved by Federal Judge William I. Grubb. ***

The complaint describes the defendant as a membership corporation organized and existing under the laws of the State of New York with its principal office at 2 Park Avenue. The defendant is composed of 138 concerns engaged in weaving and 35 concerns engaged in spinning of woolen cloth and yarn, the complaint sets forth.

The total products of the member companies constitute a major portion of the nation's supply of woolen yarn and woolen cloth, according to the allegations contained in the petition, which describes the interstate trade of the members which lays the operations of the members subject to the provisions of the Sherman Law and gives the Federal Court jurisdiction.

The complaint charges that the defendant corporation and its members have "unlawfully engaged in a combination and conspiracy to restrain, and pursuant thereto have actually restrained and are now restraining said interstate trade and commerce in woolen goods and woolen yarn carried on by the member companies."

At the same time, the President of the Wool Institute made this statement:

"The Department of Justice, after completing a thorough investigation of the activities of the Wool Institute, today brought a civil action in the United States Court, which was not directed against any officer or member of the Institute personally. The attorneys for the Institute, Lee, Swan & Donoghue, consented to a decree restraining the members of the Institute from carrying on any collective activities which might be construed to be at variance with the Sherman Anti-Trust Law of the Clayton Act.

"The investigation of the Institute was made along the general lines followed by the Department of Justice in investigating the activities of trade associations or institutes in many other lines of industry.

"The decree will have a beneficial effect on the wool industry as a whole, in that it clears the atmosphere of any misunderstanding that may have existed regarding the interpretation of the law or the act, and gives the wool industry of the United States a clear sailing chart, laying down a specific course, pointing out those activities which cannot be carried on and by inference and deduction giving full scope to a continuance of the procedure now followed by the Institute.

"The officers and members of the Wool Institute desire to conduct activities in strict accordance with the law and accordingly welcome a court decree which will be an accurate guide for their operations."

The Sales Department of the National Wool Marketing Corporation

PROBABLY in excess of two-thirds of the 1930 domestic wool clip has been given to the National Wool Marketing Corporation and to private dealers, leaving roughly less than one-third to be handled in the clean-up. Although the remaining volume is composed principally of ordinary wool, many high grade clips and accumulations are to be marketed. With the growers able to evaluate the National Wool Marketing Corporation on the basis of achievements already demonstrated, the various co-operative units should be in an admirable position to attract a large share of the remaining wool, which is well scattered throughout the country.

Do you realize that it has been less than a year since the National Wool Marketing Corporation entered the field? November, this year, will be its first birthday. Surely the National Wool Marketing Corporation has demonstrated itself to be a husky infant, able to withstand hard trials and certainly destined to a healthy growth and future. In the brief period the Corporation has been in existence it has done incalculable good for the wool producers, regardless of whether they are members of the new organization or not. Of great importance, too, is the fact that the Corporation was launched and did this great good in a year when it was particularly needed.

In making decisions concerning their unmarketed clips growers have some strong points to consider. Already the National Wool Marketing Corporation has demonstrated to the satisfaction of all who sponsored it that its methods are

sound and extremely beneficial to the people it was intended to serve—the growers. These benefits will be obtained for the producer of wool without working any hardship on the consumer of woolen goods and garments.

A recent newsletter by Draper & Company, sales agent for the cooperative, carries this appreciation of what the cooperative movement is accomplishing for the American wool growers—especially those who have not already marketed their

where they were wondering whether this market was going to go up or down and would operate cautiously."

The National Wool Marketing Corporation has more than 100,000,000 pounds of wool, the volume set as the goal for this year. The fact that this large volume of the nation's clip is under the control of a centralized grower-controlled marketing agency has been a great stabilization influence on the market. It has not, however, been a greater influence than the leaders who worked out the national wool co-operative marketing plan believed it would be.

As the marketing machinery of the National Corporation gets under way to handle the merchandising of the volume of wool given it, it becomes increasingly evident that wool producers who have joined this movement will have the benefit of perhaps the greatest and most complete wool merchandising system ever developed in this country. The sales division of the cooperative has been selling wools right along in keeping with the

principles of orderly marketing. In all instances the sales have been at figures which are full value for the commodity.

As the selling season opens, a great responsibility rests upon Draper & Company, the wool house which gave up an attractive and lucrative private business in wools to join in the Farm Board program to aid the wool producer. The energy and enthusiasm with which Draper & Company have attacked their share of the responsibility in the new movement is so pronounced that no grower need have fear but that every pound of wool will be

THE wool market at present is quieter. Such a condition, however, is usual at this time of the year, for stock taking is in progress and manufacturers are preparing samples for their openings in serges and men's and women's fancy wear fabrics. Then in addition there has been a general waiting to see how the present London series of auctions would open. Now that this has been ascertained, we look for continued confidence in domestic wool values, which are really much too low on a relative basis with world markets.

We continue to sell weekly reasonably substantial amounts of wool at the high point of the current market. The prices realized will make possible the payment to growers of additional amounts that will bring the total received by them up to the full 100 per cent valuation placed on the wools when the 90 per cent advance was made, as was hoped for.

The continued and growing favorable attitude of manufacturers to the program of the National Wool Marketing Corporation is particularly noticeable and gratifying. They recognize with stronger appreciation that the movement has already done much to inject a solid, stabilizing influence on the entire industry. Success is bound to attend a movement that is backed by the producer as well as his only customer, the manufacturer.

DRAPER AND COMPANY,
Sales Agents, National Wool
Marketing Corporation.

wool: "Assume for a moment that there had been no National Wool Marketing Corporation, no government financing, and all the wool in the West was to be marketed in the old way. Dealers would undoubtedly have gone ahead and bought wool as they have so far this year, although we think, as a matter of fact, on a decidedly lower basis, but whether that is correct or not, by this time—even granting that dealers have been able to make some fair-sized sales—they would have been fairly well stocked with wool. At least, they would have reached the point

merchandised efficiently and to his advantage.

When the National Corporation's sales agency agreed to forego trading in domestic wools and become the exclusive sales agent for the Corporation the move was viewed with considerable interest. The recent months have proved that the judgment of the officials was sound. The salesmen employed gave up their private business and joined the national movement because they felt it was an undertaking with a great future. The wool cooperative movement has succeeded and the Corporation's sales organization is launching upon a program which calls for the merchandising of more than 100,000,000 pounds of wool and mohair. The selling of this enormous volume will be done for the cooperative at an extremely low cost per pound. Draper & Company will get every cent possible out of the wool and after payment of the agreed low charges, all of the proceeds will be returned to the producers.

To handle more efficiently and economically the large volume of wool assembled under the cooperative banner, the sales agent of the Corporation has greatly increased its warehouse facilities throughout the country. Additional space has been provided at Boston and other wool markets of the East. New warehouses have been added in the Middle West. The sales force of the organization has been materially increased. In addition, several units of the Corporation have warehouse facilities, which have been expanded to care for the increased wool volume coming in under the new program.

Surely no wool grower can help but be impressed by the efficient machinery set up in his behalf. The sales agent for the cooperative now is prepared to reach every wool market of importance in the United States. With more than 100,000,000 pounds of wool and mohair to draw from, the Corporation also is able to give any customer any amount of wool or mohair of any grade he might desire.

The way the sales division of the cooperative is taking hold of its part of the job demonstrates the wisdom of the directors of the Corporation in associating a well known and successful private wool house with the movement rather

than to develop a sales division independently. It would have taken many years to develop as complete and efficient a sales organization as is now available through expansion of Draper & Company's facilities to care for the increased volume of wool.

SECRETARY LAMONT'S VIEWS ON TARIFF AND FOREIGN TRADE

THE effect of the new tariff rates upon the foreign trade of the United States was discussed last month by Secretary of Commerce, Robert M. Lamont, in reply to the question presented him, "What effect will the new tariff bill have on our foreign trade?" In the American Wool and Cotton Reporter, Secretary Lamont's reply is printed:

"Some light on this question may be gained from the experience after the passage of the tariff act of 1922; that act raised the levels of duties, as compared with the Underwood act, much more than has been done in the present revision. As many protests were received from foreign countries as have been received in the present year; and there were just as many predictions of disaster to our foreign commerce.

"What actually happened: In the seven years under the 1922 tariff act, our total imports increased 41 per cent. Imports of manufactured goods from Europe rose from \$340,000,000 in 1922 to \$581,000,000 in 1929, or by 45 per cent. These gains were not due to increased prices of commodities.

"Our imports from Germany and Czechoslovakia more than doubled; from Italy they increased 83 per cent; from Belgium 37½ per cent; from Spain and Switzerland about 25 per cent, each; and from France 20 per cent. The United Kingdom is the only important European country from which we purchased less in 1929 than in 1922, and this falling-off was not due to changes in our rates of duty.

"During the same period, our exports of finished manufactured goods, the class most affected by the tariff of foreign countries, increased practically 100 per cent. Every year following the enacting of the 1922 act showed a marked gain until the present year.

"Perhaps the most important feature of this tariff bill is the new flexible clause. The old one did not work very well. The present clause is more effective, in that the commissioners have greater latitude at arriving at differences in costs of production as a basis for adjusting rates.

"Considering these things:

(1) The steady growth for many years of both exports and imports, in spite of increases in previous tariffs;

(2) The relatively small percentage of our imports to which the protests of our foreign friends apply; and

(3) The availability of a workable flexible clause to adjust unfair situations;

"We believe the new tariff law will not retard the amazing growth of our foreign

trade. It should be remembered also that four-fifths in value of our imports consist of goods which are either free of duty or unchanged or reduced in duties under the new law."

REPORT ON IDAHO LAMB POOLS

THE following report gives the results of marketing the first forty cars of 10,003 farm lambs pooled in various sections of Idaho. Sixteen cars came from Gooding County; nine from the Parma and Wilder pools of Canyon; seven from Minidoka; three from the Aberdeen pool of Bingham; two cars from the Eagle, Meridian and Melba pools of Ada County; two cars from Cassia County, and one from Elmore.

Of the forty cars pooled and assembled, twenty-three were sold to buyers in the home yards and seventeen shipped to the open market.

40 Cars Pooled Lambs:

| | 17 cars sold shipped | 23 cars sold in loading yards |
|--|-------------------------|-------------------------------------|
| No. Lambs | 4,242 | 5,761 |
| Av. full wt., | | |
| home yards | 80.81 lbs. | 82.56 lbs. |
| Shrinkage to market | 7.45% | ----- |
| Per cent top lambs | 91.87% | ----- |
| Per cent cut backs | 8.13% | ----- |
| Av. price on market | \$11.67 | ----- |
| Net value full wt. in loading yards | 9.57 | \$9.42 |
| Net value full wt. with 3% shrink | 9.87 | 9.71 |

This indicates that the pooled lambs selling at home were bought on a narrow margin. The lambs had been carefully sorted on the farms.

Counting the full forty cars of lambs, the value of the farm lambs arriving on the market prior to June 7 had an average value in the local yards as follows:

Full weight, \$9.48 per cwt. or \$7.74 per lamb
With 3% shrink 9.77 per cwt. or 7.74 per lamb

From this must be deducted the expense of pooling and assembling.

Shrinkage on the lambs shipped ranged from 3.87 per cent to 11.47 per cent, averaging 7.45 per cent.

All cars except two sent west early were cut from 12 to 83 head, the average cut back per car being 20 head. Ewes shrank an average of 6.69 per cent and wethers an average of 6.65 per cent.

The market reports speak well of the Idaho pooled lambs, of which all but one car have brought the top of the market.

A Sliding Scale of Price Margins in Finishing Lambs

By Dr. A. F. Vass, Wyoming State Experiment Station, Laramie, Wyoming

THERE is, at the present time, a spread of about three cents per pound between the value that the producers place on their lambs and the value that the feeders place on lambs for fall and winter feeding. They both are still thinking in terms of what their lambs were worth the past season.

It is a well recognized fact that some feeders paid four cents too much for their lambs last season, especially if they held them for the late market. It is also a well recognized fact that the feeders could have paid a few cents more than they paid during such seasons as 1924 and 1928. The Colorado Station tests in 1923-24 showed a profit of \$3.61 per head above costs.

The question as to how great a spread is needed to feed lambs is a much debated one and depends very largely on the initial price of lambs, the prices placed on the feeds used, the ability of the feeder, the type and grade of lambs, and weather conditions.

A Sliding Scale of Margins

The table on this page gives the items of cost and return in feeding 60-pound lambs for 90 days. The results are based on a careful study of the results secured by practical farmers who feed sheep, as well as many tests which have been conducted at our experiment stations. Conservative figures have been used in all cases. The results will not fit exactly into any one man's operations. Some feeders will do much better, while others will show a loss on the above operations. The table shows what a good average feeder may expect in the way of returns. The figures on fat lamb prices given in the table are based on terminal market

weights rather than feed lot weights. The lambs may be placed in the feed lots with a certain per cent shrinkage, and the same at the terminal markets.

In order to show the feeding margin needed on lambs at different prices the original cost of the feeder lamb, has

been arranged at the top of the table from 5 to 15 cents per pound. Line 1 shows the cost of a 60-pound lamb at the different prices per pound. Line 2 gives the feed cost for the 90-day period based on a feeding ration costing 2.595 cents per head per day and presented fully in

another part of this article. Many feeders may pasture their lambs for a few weeks in the fields using the cheaper feed such as beet tops, corn stalks, or grain fields. This will reduce the average daily gains. It may be advisable to use all cheap and waste feeds in this way. The feed cost is 2.6 cents per day

which gives a feed charge of \$2.34 for the entire feeding period. The feed cost remains constant for the different lots.

The interest on lambs is given in line 3 and is based on 8 per cent loans for four months. The interest increases in direct proportion to the value of the lamb. Line 4 shows the interest charge on feed and is based on four-months' loans at 8 per cent. Some writers have made the mistake of charging interest on feed for one-half of the feeding period, figuring that the feed is half gone when the feeding period is half over. The feed may have disappeared but the money is still invested in feed and will not return until the animals are sold.

The death loss is shown in line 5 and is based on 3 per cent. Many of the better feeders operate with a lower loss. The Goshen County (Wyoming) losses averaged about 2.7 per cent the year studied. A Colorado study of the feeders in Weld County in 1925-26 showed a death loss of 2.87 per cent.

Line 6 gives the labor cost per lamb

Items of Cost and Margins Needed for Feeding Under Varying Costs of Feeders

| Price per cwt. for feeder lambs | \$ 5.00 | \$ 6.00 | \$ 7.00 | \$ 8.00 | \$ 9.00 | \$10.00 | \$11.00 | \$12.00 | \$13.00 | \$14.00 | \$15.00 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 1. Value of 60-pound lambs..... | 3.00 | 3.60 | 4.20 | 4.80 | 5.40 | 6.00 | 6.60 | 7.20 | 7.80 | 8.40 | 9.00 |
| 2. Feed cost per lamb..... | 2.34 | 2.34 | 2.34 | 2.34 | 2.34 | 2.34 | 2.34 | 2.34 | 2.34 | 2.34 | 2.34 |
| 3. Interest on lamb..... | .08 | .09 | .11 | .13 | .14 | .16 | .18 | .19 | .21 | .22 | .24 |
| 4. Interest on feed..... | .06 | .06 | .06 | .06 | .06 | .06 | .06 | .06 | .06 | .06 | .06 |
| 5. Death loss at 3 per cent..... | .09 | .11 | .13 | .14 | .16 | .18 | .20 | .22 | .23 | .25 | .27 |
| 6. Man labor..... | .21 | .21 | .21 | .21 | .21 | .21 | .21 | .21 | .21 | .21 | .21 |
| 7. Horse labor or truck..... | .09 | .09 | .09 | .09 | .09 | .09 | .09 | .09 | .09 | .09 | .09 |
| 8. Building and equipment..... | .04 | .04 | .04 | .04 | .04 | .04 | .04 | .04 | .04 | .04 | .04 |
| 9. General farm exp. and misc..... | .04 | .04 | .04 | .04 | .04 | .04 | .04 | .04 | .04 | .04 | .04 |
| 10. Marketing..... | .88 | .88 | .88 | .88 | .88 | .88 | .88 | .88 | .88 | .88 | .88 |
| 11. Total costs..... | 6.78 | 7.41 | 8.05 | 8.68 | 9.31 | 9.95 | 10.59 | 11.22 | 11.85 | 12.48 | 13.12 |
| 12. Manure credit..... | .38 | .38 | .38 | .38 | .38 | .38 | .38 | .38 | .38 | .38 | .38 |
| 13. Final cost per head..... | 6.45 | 7.03 | 7.72 | 8.35 | 8.98 | 9.62 | 10.26 | 10.89 | 11.52 | 12.15 | 12.79 |
| 14. Pounds gain per head..... | 22.5 | 22.5 | 22.5 | 22.5 | 22.5 | 22.5 | 22.5 | 22.5 | 22.5 | 22.5 | 22.5 |
| 15. Weight of lambs..... | 82.5 | 82.5 | 82.5 | 82.5 | 82.5 | 82.5 | 82.5 | 82.5 | 82.5 | 82.5 | 82.5 |
| 16. Cost per hundred weight..... | 7.82 | 8.58 | 9.36 | 10.12 | 10.88 | 11.66 | 12.44 | 13.20 | 13.96 | 14.73 | 15.50 |
| 17. Nec. spread or margin per cwt. | 2.82 | 2.58 | 2.36 | 2.12 | 1.88 | 1.66 | 1.44 | 1.20 | .96 | .78 | .60 |

THE RANGE MAN NEEDS THE FEEDER

Dr. Vass' table shows the amount of margin between prices for feeder and for fat lambs needed by feeders under varying price levels.

It should be noted that these margins, as shown in the last line of the table, are what is needed to 'break even' after paying labor, interest, and all other expenses. The breeder's profit could only be obtained from a larger margin.

Also this margin is based upon a money value of one dollar per ton for manure, a death loss of three per cent, and a uniform price of \$11.50 for alfalfa hay.

Further discussion of this subject in the Wool Grower is invited from any interested parties. The experience of the last six months shows that the range men are largely dependent upon feeders. Mutual understanding of each other's problems is necessary and some approach to agreement upon a fair basis of determining values of feeder lambs will work out to the benefit of both interests—Editor.

based on a 7 cent per month charge. One man can handle 1,500 head of sheep if the feed is on the farm. A charge of \$1.82 per ton has been made for the beet pulp, which covers hauling charges. If we allow a \$3.50 per day wage the cost per lamb for the 90-day period is 21 cents.

Line 7 gives the cost for horse or truck labor which amounts to 9 cents per lamb. This is based on the equivalent of one team per man. A charge of 4 cents per lamb is made for the use of buildings and equipment to cover the interest, depreciation and repair charges on the same. General farm expenses and miscellaneous expenses are shown in line 9. This item will vary on the different farms. Salt is included under miscellaneous. The pelts from the lambs that die will pay a part of the general farm expense.

Line 10 gives the cost of marketing and will vary in the different sections. If the lambs are shipped from the ranges to the market with a feed-in-transit permit they can be marketed at a cost of about one cent per pound. A saving in the marketing cost is made by the above method, and for this reason it is advisable for the wool growers and the feeders to come to a satisfactory agreement on price and permit the lambs to go direct from range to feed lot. If the lambs are shipped to the terminal markets and then shipped back to the feeder it will mean a considerable loss which must be taken by the lamb producers and feeders. Line 11 shows the total cost where the feeder purchases the lambs at the various prices shown at the top of the table, and pays the marketing costs. This total cost ranges from \$6.78 per head on 5-cent lambs to \$13.12 per head on 15-cent lambs. If the market value of good to choice fat lambs should be \$11.55 per hundredweight during the first three months of 1931, the same as in 1930, the price of feeder lambs should be \$9.86 per hundredweight.

The value of the manure on the farm is given in line 12. This is based on the production of one-third ton of manure per lamb, at a value of \$1 per ton. This value will depend on feeding methods and the use made of the manure. Most farmers could well afford to place a higher value on manure rather than do with-

out its fertilizing value when growing sugar beets. The total cost per lamb, less the value of the manure, is given in line 13 and ranges from \$6.45 to \$12.79 per lamb. The variation in costs is due chiefly to the difference in the original cost of the lamb. The interest on the lamb and the death loss cause an increase of about 3½ cents on the lamb for each one cent per pound increase on the purchase price. The total gain and the final weight of the lambs are given in lines 14 and 15. The average daily gain of one quarter of a pound per day gives a total gain of 22.5 pounds for the 90-day feeding period. The original weight of 60 pounds plus the 22.5 pounds gives a final weight of 82.5 pounds at the market. If lambs are marketed before they reach 85 pounds the market surplus of lamb will be greatly reduced, which means better prices.

The necessary selling price per hundred at the market is given in line 16, and the difference between this price and the purchase price given in line 1 is what we called the necessary "spread" or margin necessary for profitable feeding. The "spread" or "feeding margin" necessary for the different priced feeder lambs is given in line 17. This margin ranges from \$2.82 per hundred on 5-cent lambs to 50 cents per hundred on 15-cent lambs. The higher the price of the feeder lambs the smaller the margin needed by the feeder. That the feeders operate, as a rule, on a slightly narrower margin is shown by the fact that during the last seven-year period there has been a spread of only 85 cents per hundred on the Omaha market between feeder lambs at \$12.67 in the fall and fat lambs 90 days later. The greater part of this 85 cents per hundredweight would be needed to pay marketing costs on the feeders, and would leave a very small feeding margin.

Average Market Spreads

The average price of good feeder lambs on the Omaha market from October 1 to November 15 for the seven-year period 1923-29 was \$12.67 per hundred while the average price of the same grade of fat lambs three months later, January 1 to February 15, was \$13.52. This represents a spread of 85 cents per hundred pounds. Some feeders purchased their

lambs direct from the producer and used a feed-in-transit permit in which case their lambs cost them less than \$12.67. Other feeders purchased their lambs on the Omaha market and shipped them out to their farms, in which case their feeder lambs cost them more than \$12.67 per hundred. When proper allowance is made for marketing charges we find that the feeder received approximately \$12.67 per hundred for the gains put on in feed lot. Whether this 85-cent spread is sufficient can best be answered by comparing the relative profits of the two industries during the past seven years. It does however check rather closely with the results given in the table, line 17, column 9. According to the table the spread on \$12.67 lambs would be \$1.04 per hundredweight.

The weekly average price for good to choice lambs under 92 pounds from January 1 to April 1 of the present year was \$11.55 per hundred on the Omaha market. The costs, line 16 of the table, show that when fat lambs are selling for \$11.55 on the terminal market the feeder lambs should have sold for \$9.86 per hundred on the range. If the feeder paid \$12.00 per hundred he was paying \$2.14 more than the fat lamb market warranted.

The loss per head on lambs fed the past season was approximately \$1.50 per head where the feeders did not feed for an extra long period but sold their lambs before they weighed over 92 pounds. The above is not a cash loss, for the feeder has been allowed interest on his money, fair wages for his labor, and a good price for his feed. Where the lambs were fed for a long period, and reached the late, weak market, weighing 10 to 15 pounds more than good to choice lambs should weigh, the losses were more than \$1.50 per head.

The holding back of fat lambs that are ready for the market is not to be recommended. This is especially true during years of large production. The lambs continue to gain in weight and continue to produce more of the very thing that is already low in price due to a large production. A bad condition is made worse by such a practice. The later gains are more expensive and the carcass less desirable. The packing plant is perhaps a better place to hold and distribute the supply of lambs than are our feed yards.

So much publicity has been given to the losses on lamb feeding the past season that it might be worth while to analyze, more carefully, some of the reports.

Profits and Losses at the Colorado Station

The results given out by the Colorado Experiment Station at their Lamb Feeders' Day, March 27, were somewhat pessimistic and are worthy of careful analysis. These results showed a loss of about \$5 per head. The average purchase price of the lambs was \$12.65 per hundred for 68-pound lambs, or \$8.60 per head. If the loss was \$5 per head, as stated above, the feeder should have paid \$5 less than \$8.60 or \$3.60 per head for feeder lambs. This would have meant \$5.29 per hundred for the lambs. This seems to be rather low when we consider that the average price for good to choice lambs on the Omaha market for the first three months of 1930 was \$11.55 per hundred.

The Colorado Station estimated a value of \$9 per hundred on the Denver market for their lambs. Good to choice lambs sold for \$10.15 per hundred on the Denver market February 21, the closing day of the Colorado feeding experiment. The Omaha average price for the week ending February 22 was \$11.21 for good to choice fat lambs under 92 pounds. The lambs must have been severely discounted for oversize.

A Feed Lot in Goshen County, Wyoming

It is questionable whether it is fair to charge the lambs with alfalfa hay at \$14.50 per ton, when it was the lamb feeding that gave the hay that high value. The same is true of other home-grown feeds and by-products from the sugar beet industry. The average price of hay on Colorado farms according to Colorado bulletin No. 353 is \$11.51 per ton.

If the lambs had been given credit for a \$4.50 per ton increase in hay value, 33 cents per head credit for manure, and sold at the end of the 90-day feeding period, the loss would have been very small, ranging from \$1 to \$1.50 per head. Care should be exercised in analyzing feeding results. All charges and credits should be taken into consideration in determining gains and losses. Just how much of the loss is due to feeder lamb prices and how much is due to the feeding and management practices should be determined. Careful analysis of the \$4 and \$5 losses reported on feeder lambs the

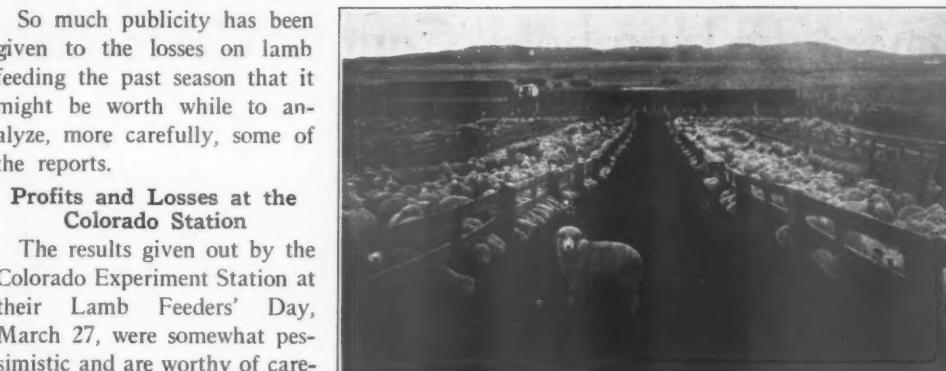
past season will no doubt show that in most cases the greater part of the loss was due to methods of figuring, and management practice, rather than to the high price for feeder lambs.

The Colorado lambs which were on a 70-day feeding period showed good gains and gave a good return. The average loss per lamb for the three lots was 88 cents. The lambs were placed in the experiment test at \$12.50 per hundred and sold for \$12.40

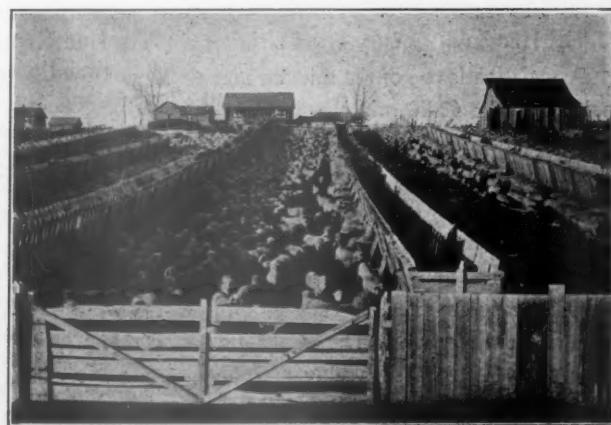
at the end of the experiment. They should have sold at \$13.30 per hundred to break even. A spread of 80 cents per hundred was found to be necessary to cover feeding costs. This checks very closely with the results given in the table.

Line 17 of the table, columns 8-9, shows that a spread of \$1.08 per hundred would be the amount needed to feed \$12.50 lambs. The Colorado results show that the costs of feeding the lambs on pasture 43 days, and dry lot feed for 70 days gave a lower cost than the costs which have been used in the table. The total cost per hundred pounds gain including marketing was \$14.89. The gains on the lambs on feed for 121 days show a cost of about \$17.95 per hundred pound gain. More economical gains were secured on the shorter feed period.

The Colorado lamb feeding tables for the 1923-24 feeding season show that the average total cost of the fat lamb at the market was \$10.37. The average (Continued on page 33)



Lamb Feeders at the Colorado Experiment Station



Commercial Lamb Finishing in Colorado

Annual Field Day of the Humboldt County, California, Wool Growers Association

THE Annual Field Day of the Humboldt County Wool Growers Association with headquarters at Eureka on the Redwood Highway has become an established institution in California sheep circles. Bankers, lawyers, wool manufacturers,

wool merchants, lamb buyers, railroad and steamship men, storekeepers, cattlemen and sheepmen turn out for the lamb barbecue which has become famous in the North Coast section of the state. All turn out in this district to make the day a success.



A Group of Notables, Attending the Picnic. Seated (left to right) J. H. Crothers, Editor, Humboldt Times, Eureka; Chas. G. Poole, Leader, Predatory Animal Control, Sacramento; Gilbert Sutherland, Chairman, Humboldt County Board of Supervisors; Wm. E. Schneider, Federal-State Livestock Market News Service, San Francisco; Ralph W. Bull, Chairman, California Highway Commission. Standing (left to right) F. E. McCue, Vice President, Eureka Woolen Mills; L. A. Robertson, President, Humboldt County Wool Growers Association; J. W. Logan, Humboldt County Farm Advisor and John G. Tranth, Assistant Leader, Federal-State Predatory Animal Control.

Above, State Assemblyman Robert F. Fisher, wool grower, serving barbecued lamb.



Left, View of a Few of Those Attending the Humboldt County (California) Wool Growers Association Annual Field Day—Eating Lunch.

THE Humboldt County Wool Growers Association is one of the thirteen units making up the California Wool Growers Association, the president of each branch association serving as a director of the state organization. The members of each branch association are also members of the state association and of the National Wool Growers Association, each individual member receiving *The California Wool Grower* published weekly and *The National Wool Grower* published monthly.

The Humboldt wool growers are known for their ability to get things done in protecting and fostering the well-being of their industry. In a body three months ago they appeared before their County Board of Supervisors to ask for a \$4500 appropriation for coyote control work, the fund to be administered under the direction of the U. S. Biological Survey, California State Department of Agriculture cooperating. At the same meeting they also secured an appropriation for fire control. Plans were outlined for another boys' and girls' lamb club. A project was started to work with the Agri-

cultural Extension Service in keeping records for sheep cost accounting; a campaign was outlined for the control of liver fluke and other intestinal parasites of sheep; telegrams were sent to Washington urging the enactment of the tariff on wool and the securing of the ten-year program of predatory animal control. Many of the wool growers in this county are members of local units of the National Wool Marketing Corporation and the President of the Humboldt County sheepmen's association, besides his many other duties, serves as a director of the Pacific Cooperative Wool Growers.

The Annual Meeting of the Directors of the National Live Stock and Meat Board

At the seventh annual meeting of the National Live Stock and Meat Board held in Chicago on Thursday and Friday, June 26 and 27, steps were taken in the interests of expanding the directorate of the organization, an important statement was issued to the public and the industry relative to the present meat situation, a mass of reports on the work of the past year were heard, and plans laid for continuing and broadening the work in the future.

In its action concerning expansion of the directorate which now is composed of seventeen men from all branches of the livestock and meat industry, the Board went on record approving amendment of its by-laws to provide the addition of four directors to the present personnel. Three of these would come from organizations not now represented—the Interstate Live Stock Feeders and Growers Association, the Colorado-Nebraska Lamb Feeders Association and the Cooperative Marketing Association, each of which would have one director. The fourth would be a packer appointed by the Institute of American Meat Packers, which at the present time has two representatives.

The statement relative to the present meat situation was issued by Charles D. Carey of Cheyenne, Wyo., who was re-elected as chairman of the Board and with O. M. Plummer, of Portland, Ore., represents the American National Live Stock Association.

Mr. Carey's statement was as follows.

"The fact that meat now is available in abundance at unusually low wholesale prices, which in some instances have not been equaled in a number of years, should prove beneficial not only to the consumer but to the livestock and meat industry as well.

"Adjustment of the present price levels and otherwise encouraging a larger volume of meat business will have the desired effect. The retail business should exert every effort in this direction.

"The wholesale price of beef not only



R. C. POLLOCK
General Manager of the Meat Board

is low, but the quantity of beef available at the present time is larger than at any time for the past four years and cattle supplies are on the increase. The wholesale price is approximately 25 per cent below the figure of a year ago.

"The wholesale price of lamb in recent months experienced a similar decline, reaching its lowest level of the last ten years, with large volumes of lamb available for the market; and pork, likewise, has shown a downward trend.

"Such a depression in wholesale meat prices should prove to be a boon to consumers, and if they are familiarized with the situation there is no question that they will take advantage of it to the fullest extent, for, as is well known, we Americans are a great meat eating people. It remains, then, for the livestock and meat industry to call the public's attention to the facts for the mutual benefit of all concerned."

C. V. Whalen and W. C. Davis of the Bureau of Agricultural Economics reported to the Board on the work of the government in grading and stamping beef during the past year. While the service has not been expanded in so far as the number of cities is concerned, the quantity of beef graded by the same force of graders was approximately 62 per cent greater than in the preceding year, they said.

E. W. Sheets of the Bureau of Animal Industry of the department stated in his report of the national cooperative study of factors influencing the quality and palatability of meat that the work had progressed very satisfactorily during the year and emphasized the point that much yet was to be accomplished. Mr. Sheets went into some detail concerning the various phases of the work which includes breeding and feeding experiments, slaughter, histological and chemical studies, and on down the line to the study of color, texture, and cooking. Twenty-four state agricultural experiment stations and the government are cooperating in the work which was instituted by the Board.

Herman Roe of the National Editorial Association expressed to the Board the appreciation of his association for its excellent cooperation during the past year in supplying the retail meat advertising service for its newspaper members. He reported that more than 900 newspapers had made use of the Board's advertising service and expressed the hope that the cooperation would be extended in the future.

A. E. White of the C. B. & Q. Railroad commissary department familiarized the Board with the problems of the dining-car service and advised that his road was willing and anxious to cooperate with the Board and the livestock and meat industry at all times in the interest of their product.

Dr. C. Robert Moulton reported in behalf of the National Research Council through which the Board is conducting a portion of its scientific research work. Dr. Moulton stated that two of the major

projects of this nature had been completed during the past year and offered recommendations for the introduction of new work relative to meat as a food which he believed would be of real value to the livestock and meat industry.

Prof. C. W. McDonald of Iowa State College and Prof. V. A. Rice of Massachusetts Agricultural College were well pleased with the results of meat demonstration programs which the Board conducted in their states and in which they took a leading part.

K. F. Warner of the U. S. Department of Agriculture, who in the past year has

served as superintendent of the inter-collegiate meat judging contests, sponsored by the Board, reported on this work for the year, expressed his firm belief in its great importance and foresaw unlimited possibilities for expansion in the future.

Various reports were presented by directors and members of the Board's staff. The report of its general manager, R. C. Pollock, touched upon all phases of its work and presented a vivid picture of what is going on to further the interests of the livestock and meat industry.

At its closing session on Friday the Board re-elected its present officers. The officers are: Charles D. Carey of Cheyenne, Wyo., representing the American National Live Stock Association, chairman; Thomas E. Wilson of Chicago, representing the Institute of American Meat Packers, vice-chairman; Everett C. Brown of Chicago, representing the National Live Stock Exchange, treasurer, and R. C. Pollock of Chicago secretary-general manager.

The Seventh Annual Report of the Board covering the work completely may be secured by addressing the Board's office at 407 S. Dearborn Street, Chicago.

The Year in Lamb Demonstration Work, July, 1929 to July, 1930

By M. O. Cullen

DURING the fiscal year 1929-30 the lamb demonstration campaign was carried into 92 cities located in 22 states. Three hundred one demonstrations were given reaching a total of 50,240 people. The diversity of audiences indicates the wide range of activities during the past year. These include: Packers and salesmen; retail meat dealers; chain stores; universities, colleges, normal school, and high school students and faculty; housewives; business men's clubs; hotel and restaurant representatives; hospital nurses and dietitians; newspaper food shows; wool growers and breeders.

Requests for Demonstrations

As the campaign progresses, more and more requests are received for demonstrations. During the year just past there were more requests than could be filled with the present facilities. These requests came not only from the meat trade but also from hotel and restaurant interests, educational institutions, and from many other sources.

A New Contact With Colleges

An outstanding development of the campaign during the past year has been the support and active assistance extended by universities and state colleges. On this list were:

University of Wisconsin, Connecticut Agricultural College, Purdue University, Iowa State College, Kansas State Agricultural College, University of Kentucky,

Syracuse University, Michigan State College, University of Missouri, University of Nebraska, Ohio State University, Pennsylvania State College, Cornell University, Massachusetts Agricultural College.

The five state universities and colleges named below have furnished representatives who have appeared with the Board's demonstrator at a total of 187 meetings. The expenses of these men have been paid by the institution.

Ohio State University, Prof. F. H. Helmreich; Michigan State College, Prof. G. A. Brown; Pennsylvania State College, Prof. W. B. Connell, Prof. C. A. Burge, Prof. L. C. Madison; Iowa State College, Prof. C. W. McDonald; Massachusetts Agricultural College, Prof. V. A. Rice.

State programs have been conducted with the cooperation or support of these universities and colleges. This contact not only has been beneficial to the lamb campaign but has been looked upon by the institutions as being of real value to them. For the lamb campaign it has meant a greater local interest and increased publicity. The faculty members taking part in the work are deserving of a great deal of credit for the success of these state programs. They are most interesting and capable speakers and their talks, which were on subjects intended to further the interest of the meat and livestock industry, added materially to the drawing power and completeness of the meetings.

As a result of our college contacts

faculty members have been interested in presenting lamb cutting demonstrations themselves. This has been very helpful to the lamb campaign as it has made possible the filling of a number of requests for demonstrations which otherwise could not have been handled.

It is important to note that most of the colleges with which we have worked have adopted the new lamb cutting methods. The meat courses in these colleges are reaching several hundred young men who are being equipped to engage actively in the meat industry. They are being taught the improved methods of cutting lamb and this should influence their future work.

New Features

With the purpose in mind of constantly improving the presentation and effectiveness of the demonstration program, several new ideas have been incorporated.

Improved Lamb Cuts

The cutting demonstration has been improved by the adoption of a number of ideas suggested by retailers and packers visited during the campaign. New ideas are always welcome, and if practical, are always used.

Animated Lamb Chart

The animated lamb chart is a reproduction of the wall chart published by the National Wool Growers Association and the Board. A carcass of lamb hanging

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in the center is surrounded by shelves upon which the various cuts are placed during the process of the demonstration. Black bands mark off the carcass and also extend from each cut to the particular part of the carcass from which the cut is made.

The animated lamb chart has proved itself an integral part of the demonstration. It adds a clarity and completeness otherwise impossible to obtain. People are constantly commenting on the novelty and instructive features of the chart.

Identification Test

The meat identification test for students is a new idea which has been injected into the campaign during the past year. This test has met with favor among the faculty of high schools and colleges. Immediately following the cutting demonstration, the twelve cuts are moved from the chart, numbered, and placed on the cutting table. Each cut is then held up in front of the audience for 30 seconds. The students write down the number and name of each cut. Eight and one-third per cent is allowed for each cut named correctly. The averages of various groups have ranged from 80 to 95 per cent, which has been considered exceptionally high in view of the fact that the students were not familiar to any extent with the retail cuts of meat.

General Student Assemblies

The demonstrations in schools during the past year have not been limited to home economics departments. The work has been extended and in many instances has included the entire student body and faculty. This, of course, means much larger groups and a greater general interest. Numerous letters of approbation from high school superintendents, principals, and home economics instructors show the popularity of these meetings. Many of the letters state that the demon-

stration makes one of the most instructive assemblies they have ever had.

Outline for Packer Chairman

The packer chairman's problem of arranging a complete city campaign has been facilitated by the preparation of a 12-page outline which explains in detail the exact nature of the program. Everything for our requirements; from a raised

value of which is difficult to estimate, has been devoted to the lamb demonstration campaign. In addition to this the Board's office supplied 6,200 newspapers with a special clip sheet on lamb.

Radio Stations

During the last year the lamb demonstrator has had the opportunity to give nineteen radio talks on lamb. In addition

to this, a special lamb issue of the Board's radio news bulletin was sent to 602 stations.

Trade Magazines

Trade publications, including those of the meat trade and the hotel and restaurant trade, have given their whole-hearted support to the campaign. Through this means the entire meat and cater-

ing industries have been kept posted on the progress of this work. Twenty-one hotel and restaurant magazines published a series of three feature articles on lamb which was supplied by the Board's office.

Retail Markets

Favorable lamb publicity has been augmented by progressive retail meat merchants who have capitalized on the campaign in their cities by featuring lamb in their advertising. Special lamb displays prepared by individual markets have served to create more interest in lamb.

Chain Stores

In some instances chain stores have prepared placards announcing the national radio program in their newspaper advertising and have featured lamb in support of the campaign.

The following pieces of lamb literature have been distributed during the year.

Published by the Board

| | |
|-------------------------|---------|
| Cashing in on Lamb..... | 22,198 |
| Lamb Charts | 16,026 |
| Lamb Streamers | 25,553 |
| Lamb Broadsides | 8,95 |
| Lamb Menu Books..... | 350,111 |

Published by the U.S.D.A.

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| Lamb as you Like it | 2,000 |
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AROUND THE RANGE COUNTRY

THE notes on weather conditions appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications of that bureau for the month of June.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.

WYOMING

It was warm, and generally pretty windy, consequently the meagre amounts of rainfall that were measured proved insufficient, with the result that rain is not only much needed over the greater part of the state outside of the mountain areas, but considerable areas of the range were showing an appreciable deterioration. However, to date livestock have held up very well.

Casper

Range conditions here are not very good. We have had no real good general rains, and present indications point to a hot, dry summer and rather scant winter feed.

The banks may insist upon their customers that are heavily involved selling more than usual.

Hard winters and liquidations seem to be a periodical necessity to prevent overproduction and overgrazing.

Thomas Cooper.

MONTANA

Warm weather, with ample moisture in the greater part of the state maintained a luxuriant range, and consequent excellent condition of livestock. However, in some south-central counties there have been few and light showers, resulting in a much less favorable condition of livestock.

Custer

In this section of the country it has been drier than I have ever seen it, and feed on summer ranges now (July 3) is poor and there is hardly any water.

Shearing has just been finished, with very good clips, some heavier than last year. Nearly all the wool is sold or consigned; sales ran from 22 cents to 25½ cents.

We will have about the same number of lambs to market. Up to the present none of them have been contracted. No sales of ewes have been made either.

In this district \$60 is paid to herders.

J. W. Quest.

OREGON

Pastures and ranges are in uneven condition, irrigated pastures being fine, while some lowland areas need rain greatly; but as a rule the mountain sections have an abundance of pasture. Livestock are doing well, being largely in good to excellent condition. More or less shipping is reported, especially of lambs.

IDAHO

This was a fine month on the range, except that toward the close more rain at the lower levels would have brought an improvement. But forage was abundant in locations occupied by livestock, and both cattle and sheep were reported in thriving condition. It was a good month for haying.

Malad

The summer range has been good up to the present time (July 5). The past month has been very dry; good rains are needed.

There have been no sales of ewes within recent weeks, and no lambs have been contracted. The lamb crop will be better than last year's.

Demand from sheepmen of this section this fall will be for crossbred Lincoln-Rambouillet rams.

Herders are getting \$75 and \$80 a month.

In my opinion the public domain should be leased to farmers at a low cost.

T. C. Chivers.

WASHINGTON

The early part of the month was dry, and pastures deteriorated considerably, as a result of which the cooler weather and copious showers of the later part of the month found the forage in only fair shape. There has of late, however, been a gradual improvement in some counties. Livestock are generally doing satisfactorily.

NEVADA

This was a warm month for the state, and while there were a few beneficial showers, more rain would help pastures, ranges and crops generally. Livestock have, however, done unusually well, and are largely in excellent condition. Fair cuttings of hay were reported, with the second growth making a good start.

Reno

The early part of June there were some useful rains and some snow, followed by a few warm days. It has been a cool month and the growth of hay crops has been retarded. The summer range is good, though, better than in many years.

As nearly as can be told at this time (June 29) the ram demand in this section will be for Merinos and Hampshires.

In my opinion there is an increase of 30 per cent in the lamb crops of most sections, compared to the 1929 yield. Haven't heard of any contracting in lambs, or sales of ewes.

Wages have been cut in most sheep outfits and herders are now getting \$75 and \$80 a month.

G. W. Callahan.

UTAH

June was abnormally warm and dry, though a few fairly general showers kept most ranges up in good shape. The lower ranges were beginning to need rain, but cattle and sheep were largely in the mountains where forage was better. Livestock were mostly in good condition, though some sheep were only fair. The first hay crop was light.

Cedar City

June weather was cool until the last few days of the month, and the rainfall better than average. The summer range

is good, better in fact than it has been for five years.

The 1930 lamb crop is equal to, and probably a little better than that of a year ago.

Rambouillet rams will be used by nearly all the sheepmen around here this fall.

Stockmen are about divided on the question of how the open government lands should be handled. I think that the votes for government supervision and for no supervision would be about equal. No one in this section wants state control.

Chas. H. Esplin.

COLORADO

A great deal of hot weather occurred, especially east of the Divide; and precipitation was generally less than normal. Consequently eastern ranges were becoming short, while western ranges were beginning to need moisture. It was early, however, and livestock were still doing well. Haying was finished generally, and second growths were doing well, where water was ample.

Grand Valley

June was a dry, hot month here; feed on the summer range is only fair. The lamb crop was an average one. No transactions in either ewes or lambs have been reported around this section.

I think that the demand this fall will be for black-faced rams.

We are paying herders \$60 a month and board.

Thad C. Bailey.

NEW MEXICO

This was not a highly favorable month for range interests, there being a decided shortage of moisture and an appreciable dearth of range forage. It was too warm, and showers too local and light. Ranges were worst in western areas, but bad enough in the east, with livestock in only fair shape as a rule.

Artesia

Hot winds have dried the grass considerably in this locality, and while the range is fair, in some places rain is needed very badly.

Our lamb crop will probably be 65 or 70 per cent, compared to 85 or 90 per cent last year. Due to lack of green feed,

For the Fifteenth Annual National Ram Sale

Salt Lake City, August 25, 26, 27, 28, 1930



Laidlaw Panama Yearlings



Hampshire Yearlings from Thousand Springs Farm



Laidlaw Yearling Suffolk-Hampshire Crossbreds

a good many lambs that were turned out died.

Range men in this district will be buying mostly Rambouillet rams this fall; some Delaines will also be used.

There has not been much discussion around here on the public domain question. I think that any method of handling it would suit, providing it would give to the stockmen a more or less permanent lease.

Fred Brainard.

Anton Chico

May and early June brought dry, windy and otherwise unfavorable weather. However if we have some rains occasionally the summer range feed will be good. The

lamb crop this year is better by about ten per cent than that of 1929.

Coyotes gave us more trouble this year at lambing time than usual.

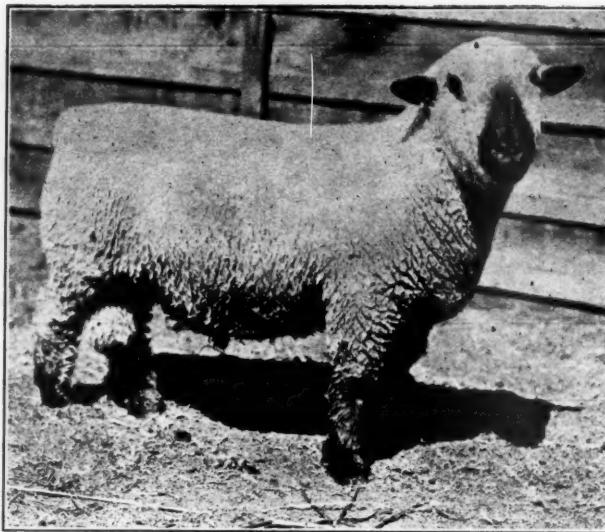
Pablo Aguilar.

CALIFORNIA

Dry weather has prevailed in lower areas, but it has been pretty warm in the interior valleys. Pastures and lower ranges were getting dry, but the forage is nevertheless nutritious and thus livestock are holding up satisfactorily. In the mountains, conditions are somewhat better.

ARIZONA

Some good showers occurred, at favorable times and of broad distribution,



Hampshire Stud Ram Consigned to the National Ram Sale
By S. W. McClure

but it was a warm, desiccating month, and more moisture is now much needed at the lower levels of the state generally. However, in the mountainous sections, where most of the livestock are now located, forage is very good, and livestock are doing pretty well.

WESTERN TEXAS

Warm weather, with scattered showers kept ranges in fairly good shape, though uneven in condition. Livestock were consequently in varying conditions of thrift, some being fair and others excellent, with nothing to be concerned about yet in any section.

Eden

We had a general rain on June 15, with cool weather until the last part of the month; very hot now (July 4). The range is fair to good, but rain is needed.

Compared with last year, the lamb crop is 20 per cent short. No contracting of lambs has been done so far. Some shorn yearling ewes have changed hands at \$5 to \$6 a head.

There will be a call for Rambouillet rams in this locality.

J. B. Swain.

Eden
Fair rains in May and plenty of moisture since have made excellent feed on the summer ranges.

The lamb crop will only be about 75 per cent of that of 1929.

F. S. Hall.

OLD EWES FOR COYOTE BAIT

HIGH prices are being paid in some states for horses to be used as bait in coyote poisoning work.

At the same time old ewes are a drug on the market and when shipped long distances scarcely bring enough to pay freight charges. The low price of ewe carcasses has caused an increase in the reprehensible practice of retailing them under the name of lamb.

To meet these conditions the Utah Wool Growers Association has arranged, through its branch organizations in the state, to use old ewes for coyote bait instead of horses. Over 8,000 head will be so utilized this fall. The general adoption of this plan throughout the West would effect considerable economy in coyote control work and be of great benefit to the lamb market by using at home a large number of old ewes that might otherwise be sold at very low prices and have a very injurious effect upon the price and the reputation of the genuine article—spring lamb.



A Yearling Rambouillet Ram of the University of Illinois for the 1930 Ram Sale

THE WOOL SACK

LONDON WOOL AUCTIONS, JULY 8

ONDON sales opened five to seven and one-half per cent below closing rates of the last sale. This is more favorable than we had expected owing to the large quantity of inferior wools offered. The foreign market would have to decline further from 15 per cent on fine wool to 30 per cent on quarter-blood before it would reach the duty-paid level of domestic market values. We consider our domestic situation fundamentally strong.

DRAPER AND COMPANY,
Sales Agents, National Wool
Marketing Corporation.

The slightly lower prices reported from the opening of the London sales on July 8 were mainly caused by the inferior quality of the wools offered at that time. There had been a slight falling off in prices and activity in private trading in the British market during recent weeks, which was continued in the opening auction.

The market had advanced 15 per cent some weeks ago, which advance had not been reflected in Boston prices. As shown in the message, the present Boston quotations would not be affected by London price changes unless there should be a further decline of from 15 per cent on fine wool to 30 per cent on quarter-blood grades.

Through the sales department of the National Wool Marketing Corporation, growers have adequate representation of their interests at the Boston market, as they have so long desired and so greatly needed.

The Boston Wool Market

THE end of June has brought a quieter tone to the wool market here, though none of the previously noted strength has yet been lost. In fact, in some directions prices are even firmer than they were a month ago. Dealers have apparently been content to transfer the bulk of the incoming wools to mill account on a very small basis of profit. This margin has been so narrow as to bring out the statement that those sellers who have been able to figure out more than a bare commission have been exceedingly fortunate. Of course, this applies entirely to the movement of dealer-owned wools, for on consignments only the commission and expenses are at any time available.

During the last half of May and the first half of June a big volume of wool was moved in this market. It is therefore no matter for discouragement that Summer Street is facing the usual seasonal period of July dullness. This activity has been shared by the cooperatives, their selling agency having disposed of

good-sized blocks of wool when buyers were willing and the prices right. It is stated from authority that there is no disposition on the part of the selling agency to either hoard wool or to sacrifice holdings.

As a matter of fact, the problem seems to be working out rather better than was expected. Thus far, the cooperatives have not proved to be a disturbing factor at the selling end of the wool movement, whatever may have happened in the West in the way of advances. Appreciation of the way the selling movement has been handled has been expressed by more than one dealer of wide experience and expert knowledge.

The business of taking over the new clip, in the West, has been going on apace during the past six weeks. Latest estimates agree that 80 to 85 per cent of the whole clip of the country is already out of the hands of growers. This means that over 250,000,000 pounds of wool has either been sold or consigned. It is be-

lieved that the cooperatives have achieved their goal of securing 100,000,000 pounds, though to reach this volume it may be necessary to include several million pounds of mohair, of which it is understood that they have a virtual monopoly. At this time last year it was estimated that something like 50 per cent of the clip was still unsold.

It is also noted that price conditions in Texas and the range states were vastly different from those obtaining a year ago. Then, wool values were on the way down from a high point. Today all the water has apparently been squeezed out of the Boston market. Though there still are to be found wool men of experience who look to see another sagging period in seaboard markets, this is not the general opinion as expressed today. Still, there is something to be said about the readiness to sell on the part of large receivers of Territory wool. They have been willing to sell freely at a small margin of profit, something which can not be said to indicate a wide optimism as to the future of wool prices.

There is this to be said about the situation from the dealer's standpoint. Enough wool has been sold as it came forward from the West to put receivers on Easy Street. Dealers are in good shape financially, the turnover to date having made it unnecessary to go outside their own banks for assistance to the usual extent. Loans are being liquidated, as low money rates have enabled large mill buyers to make a profit by discounting their bills promptly. Large blocks of outside money are being freely offered in the market at 3 to 3½ per cent, or about one-half the going rates quoted a year ago. The stock market is no longer monopolizing the current offerings of free money, perhaps a good thing all around, though regretted by some.

With the exception of Montana, the range states have been pretty well cleared of new clip wool. Texas is practically all gone and Ohio is 75 to 80 per cent sold. Of the 250,000,000 pounds estimated sold or consigned to date, dealers have secured approximately 150,000,000

pounds. It is impossible to give actual figures, but estimates from sources usually dependable point to the substantial accuracy of the above figures. Latest reports from Montana indicate that that state is over 60 per cent sold or consigned, a proportion that is being added to daily. During the last half of June there was a slackening of the movement, and lower bids were being made as the Boston market did not respond as was expected to the strong position in the West.

Top prices in Montana appear to have been around 25 cents especially in the best sections. In fact, one clip is reported to have been sold at 25½ cents, which is the extreme price of the season in that state. Later the current bids were modified to some extent, and this may have had some effect in bringing about a slackening in the movement at the end of the month. Competition between dealers and cooperatives was very keen for a time but the full measure of the contest must await more complete knowledge. Elsewhere in the range states, closing prices were not materially changed from those previously quoted. Only scattering clips are left unsold, no more than usual at the tail end of the buying season.

An interesting feature of the close of the season in Texas was concerned with the disposal of the large block of eight-months' wool offered at San Angelo by the warehouse people for sealed bids on May 27. As originally offered, there were included about 7,000,000 pounds, or about 80 per cent of the eight-months' clip of the state. More was added later, and at one time, the total available was between 8,000,000 and 9,000,000 pounds. Later sales by private treaty reduced this amount so that when the advertised sales day was reached only about 6,000,000 pounds was actually offered. Studley & Emery of Boston were the high bidders, but all bids were rejected as they were regarded as too low.

There the matter stood, authority remaining in the hands of the sales committee until June 17. On that date, the remaining wools, something under 6,000,000 pounds, were again offered at a sealed bid sale. The same firm was again the high bidder, in fact the only house to bid. The bid was again turned down, though

the bidder was given a brief option at a certain figure. This option not having been taken up, the wool was consigned to the National Wool Marketing Corporation and shipped to Galveston for storage. It is authoritatively stated that the advances were 20 to 22 cents, the higher figure being for such wools as had previously brought 25 cents or thereabouts. The Texas twelve-months' wools having been previously taken over, this practically cleared the state, though here as elsewhere there are still scattering individual clips available for purchase.

In the fleece wool sections of the Middle West, substantial progress has also been made, Ohio being particularly well sold, owing to the high prices which dealers have been willing to pay. Current prices in the best bright wool sections as this is written are said to be 25 to 26 cents for fine and about 23 cents for medium. In this market, the best Delaine wools are quotable at 30 to 31 cents, with most of the emphasis on the high side and occasional clips bringing a fraction more. For fine clothing fleeces, 27 to 28 cents has been paid recently and that appears to be about the market. The clean cost of the best Ohio fine wools recently sold has been about 75 cents.

There has also been something doing in the best half-blood combing fleeces. The recent range on this grade has been around 29 to 30 cents, but the outside figure appears to be about today's market. The position of three-eighths-blood wools, both fleece and Territory, remains one of the most anomalous features of the market. There is almost no demand for the grade in the Boston market, whatever the origin, and supplies are accumulating. Holders are generally asking 29 to 30 cents for the lighter shrinkage fleece wools from farm states, but where there are so few sales, fixed prices are impossible. On the other hand, there has been an excellent demand all the month for quarter-bloods, and the best Ohio lots are strongly held at 30 to 31 cents. In fact, some holders are refusing to sell at the lower figure.

While the above figures indicate a little stronger market for fleeces than was the case a month ago, it is difficult to find similar encouragement in the position of

Territory wools. At times there has been considerable activity in the demand for French combing wools. Yet the market at the end of June can not be quoted over 70 to 72 cents clean for the run of such wools either in the original bags or graded. Topmakers have been quite active at times, though at the end of the month it is reported that somewhat lower prices are being quoted on tops in order to bring out the desired business. For fine wools of better staple the demand has been mainly confined to Texas twelve-months' which has been recently quoted on the clean basis of 72 to 75 cents. Fine staple Territory is not being made as a distinct grade and is hardly on today's market.

Good half-blood staple Territory wool is quoted at around 70 cents clean and the better Montana wools are selling at this figure. On the other hand, the same grade from other states might not bring over 68 cents, though some holders are refusing to sell at less than 70 cents, and are asking up to 75 cents for particular lots. Three-eighths-blood Territory wool remains the neglected feature of the market. Though some houses report some "nibbling" on the part of buyers at the end of the month, as a whole the situation remains unsatisfactory, with very little doing. The market for this grade is nominally quoted at 62 to 65 cents clean. Quarter-bloods have been selling steadily at firm and advancing prices. The best of these wools, Montana, Soda Springs and similar are now quotable at 57 to 58 cents clean, average wools being quoted at 53 to 55 cents.

Though considerable progress has been made in turning over the new clip Territory wools as they come forward, it is evident that there is still unsold a tremendous weight of wool somewhere between shearing pens and mill storage warehouses. As the bulk of this is on the fine side, the failure of the market here to respond to higher prices and more generous advances in the West becomes a serious matter. Therefore, it is only natural that considerable interest should be shown in present and prospective developments in London and Colonial markets.

—Special Correspondent

A. SLIDING SCALE OF PRICE MARGINS IN FINISHING LAMBS

(Continued from page 23)

weight per lamb was 94 pounds and the necessary selling price, to cover all costs, was \$11.21 per hundred. The lambs were placed in the feed lot at \$11.25 per hundred. These results indicate that no spread is necessary in feeding \$11.25 range lambs. The return for labor was \$3.89 per head. If we allow 7 cents per month for labor the clear profit was \$3.61 per head above total costs.

The 1926-27 results from the Colorado Station show that the average total cost of fat lambs weighing 99.9 pounds was \$12.45 per head or \$12.46 per hundred. The initial cost of the feeder lambs was \$13.50 per hundred. The necessary feeding margin in this case was minus 1.04 cents per hundred. The lambs gained 37 pounds at a cost of \$10.73 per hundred pounds.

The 1929-30 Colorado Station results show that the lambs put on a gain of 30.2 pounds at a total cost of \$5.42. This made a cost of \$17.95 per hundred pounds gain, compared to a cost of \$10.73 per hundred pounds gain during earlier tests. Too much emphasis should not be placed on the results of any one year tests. It is better to average several years.

Nebraska and Wyoming Stations' Results

The feed cost per hundred pounds gain on 86 different lots of lambs fed on the substations in Wyoming from 1924 to 1929 was \$8. The feed costs per hundred pounds of gain on 56 different lots fed at the Colorado Station was \$10.41. The above difference in feeding costs at the two stations is due chiefly to the differences in values placed on the feeds. Alfalfa in Wyoming was valued at \$9.50 per ton, whereas in Colorado the value was placed at about \$13.80, or 31 per cent more. The cost of feeds per hundred pounds of gain was 30 per cent more at the Colorado Station.

The results of four years' sheep feeding tests, 1925-28, at the Nebraska Experiment Station show a feed cost of \$9.22 per hundred pounds gain and a gain of .386 pounds per day. Thirty-two lots of sheep were in the above tests. No beet

pulp was available. Alfalfa meal was priced at \$24 per ton in the first three years' tests, and alfalfa hay at \$15 per ton in the fourth year test. If the Nebraska feed prices and daily gains were reduced approximately one-third the results would be comparable with the farm gains and farm prices used in the table.

Nebraska lamb feeding tests for the 1925 season showed that lambs purchased at \$15.55 per hundred should sell for approximately \$15.95 to pay all costs. The 1926 results showed that \$13.35 feeder lambs should sell for \$13.19 per hundred as fat lambs in order to pay all costs. No "spread" was necessary. The 1927 tests showed that a spread of 65 cents per hundred was necessary in feeding lambs that cost \$12.25 per hundred-weight. The 1928 tests with lambs costing \$13.90 show that the fat lambs should sell for \$14.10 on the terminal market in order to pay feeding costs. A spread of 20 cents per hundred was necessary on \$13.90 lambs.

What is a Fair Charge for Feed?

The purpose of raising and fattening livestock is to secure a market for the feed crops grown on the farm. Crops are not grown for livestock feeding but rather livestock is fattened to make more efficient use of the crops. If sheep feeding in a region has increased the value of the feed in that region 50 per cent it would seem no more than fair to give the livestock some credit for that increased value in feed. If the farmers in our feeding areas do not feed cattle or sheep, their hay will probably sell for \$8 per ton instead of \$12. The feed prices which I have used do reflect to some extent this increased price due to livestock feeding. They are therefore higher than they should be when compared to prices for feed which will probably prevail in the same areas if feeding operations are curtailed the coming season. This is a point to which the feeder should give careful consideration.

The price of cottonseed cake represents the average for the 1925-29 period. The price of grain and alfalfa is based on the figures given in Colorado bulletin No. 353 and represents the years 1922-27. The price of \$1.82 per ton for wet pulp is based on the factory price plus a fair

wage for hauling. The above prices will vary in the different sections. The present outlook for farm crop prices for the coming year indicates that the above prices are plenty high.

That practical feeders cannot secure as good gains as are secured by experiment stations is a well recognized fact. A survey made in Goshen County, Wyoming, the past season shows what a good feeder should expect in the way of returns, and the results will apply to other feeding sections when proper allowance is made for the variations in feeds and feed prices.

The following ration is well adapted to the sugar beet areas and has been used in working out the sliding scale table given:

Lamb Feeding Ration in the Sugar Beet Area

| Feed | Daily amount | Daily cost | Price per unit |
|--------------------|--------------|------------|-----------------|
| Cottonseed cake... | .20 lb. | .480c | \$48.00 per ton |
| Grain | .70 lb. | .880c | 1.27 per cwt |
| Wet pulp | 4.00 lb. | .364c | 1.82 per ton |
| Alfalfa hay | 1.50 lb. | .862c | 11.50 per ton |

Station tests on rations similar to the above show gains as high as .38 hundred pounds a day, but under farm conditions a gain of one-fourth pound per day is a satisfactory one. Station yields and gains as a rule run considerably higher than those secured on the average farm.

Dry pulp may be substituted for wet pulp. In those regions where by-products from the sugar beet industry are not available the grain and hay may be increased, or silage substituted for pulp. The gains may be slightly less but the costs per gain will be about the same due to lower hay prices, which prevail in our western regions that are some distance from sugar refineries.

A Basis for Rangeman-Feeder Cooperative Lamb Finishing

A Colorado banker and a recognized authority on financing the lamb feeders suggests a 50-50 basis in which the producer supplies the lamb and the feeder takes care of all feeding and marketing costs. They would both share equally in the final selling price of the lamb. Our first table, lines 1 and 13, shows that a 60-pound lamb at 6 cents per pound would cost \$3.60. The total cost of the fat lamb at market as given in line 13 is \$7.08. The feeding and marketing cost is \$3.48 compared to \$3.60, the original cost of the lamb. The cost of the fat lamb

to the feeder is \$8.58 per hundred. It has been suggested that any increase above this price be split 50-50 between the producer and the feeder.

The above arrangement would be all right if the wool grower could produce lambs at 6 cents. When the feeder lambs are sold at 6 cents the producer loses 4 to 5 cents per pound or \$2.40 to \$3 per lamb, providing wool is worth 32 cents per pound. It would seem no more than fair for the producer to receive all increase in price above feeding cost, in so much as he has already taken a heavy loss.

A fairer proposition would be to put the lambs in the feed lot at cost and the feeder figure his operations at cost. The sum of the two would equal what the lambs should sell for to pay costs. The losses or gains could then be prorated to the producer and feeder on the basis of the amount expended by each in growing and fattening the lamb. With wool selling at 32 cents per pound the average cost of producing range lambs, in recent years, is approximately 11 cents per pound. With wool selling at 22 cents the cost of lambs is about 13 cents per pound. Lambs at 8 cents per pound mean a greater loss to the producer than the average feeder lost last year on their fat lambs. The cost of producing a 60-pound range lamb, when wool prices are normal, is approximately double the amount that it costs the feeder to put on an additional 22 pounds of gain and pay marketing costs. A ration of 2 to 1 would therefore seem to be a logical basis on which to divide the profits and losses.

If the feeder wishes to feed on a margin in order to eliminate risk and is in a position to finance himself, he could enter into an agreement with the lamb producer whereby the producer will furnish the lambs and allow the feeder the spread given in line 17. The price that the feeder would pay for the lamb would be based on the selling price in line 16, minus the spread, line 17, for that group. The feeder pays all costs. The rise and fall of the fat lamb prices need not, under this arrangement, worry the feeder.

Or, in order that the feeder and producer may both profit by an increase in fat lamb prices it is proposed that the

feeder be allowed 50 per cent of the benefit of the lower margin required for feeding lambs which sell at the higher prices.

A study of the table will show that as the price of the feeder lamb increases \$1 per hundred pounds the necessary selling price for fat lambs increases 76 cents per hundred pounds. The necessary feeding margin is 23 cents less per hundred pounds as the price of the feeder lamb increases \$1 per hundred. As the selling price of the fat lamb increases one dollar per hundred the safe purchase price of the feeder lamb increases \$1.30 per hundred. If it is the desire of the contracting parties that they both share in a rising market it is suggested that starting with the agreed price on feeder lambs the prices paid for the feeder lambs advance \$1.13 per hundred as the price of fat lambs advances \$1 per hundred above the starting price, shown in line 16 of the table.

For example, lamb producer A may contract to feeder B at 7 cents per pound with the provision that if the fat lambs sell for more than \$9.36 at the terminal market, B will pay A \$1.13 per hundred more for the lambs for every \$1 per hundred increase in the price received for the fat lambs at the terminal market. By such an agreement feeder B would be receiving 50 per cent of the reduction in the spread needed for feeding the higher priced lambs. Feeder B would pay all costs including interest and marketing. Producer A could supply the lambs and do the financing until the fat lambs were sold if it was found desirable. B should however contribute all items listed from line 2 to line 10 inclusive.

The producers and feeders should be able to figure out from the above table some form of an agreement that will be satisfactory to both parties.

Pushing Lamb in Utah

AN active campaign to increase sales of lamb has been laid out by the Utah Wool Growers Association to take place during the week of August 23 to 30.

The growers have been assured of the active cooperation of packers, stock yards, commercial clubs, the Agricultural College, Rotary, Kiwanis and Lions organizations, and, of especial value, that of the local and state ladies' auxiliary associations.

In thirty-two cities and towns lamb will be featured in shops, restaurants and hotels. It will be served at the club luncheons, and talks upon the economy and healthful features of lamb will be made. Members of the association will be called upon to work up interest in their home towns and to visit retailers, hotel and restaurant owners. Packers and wholesale meat houses are enthusiastic over the plan and give assurance of full cooperation in the placing of literature, and—most important of all—in furnishing a full supply of genuine spring lamb carcasses. So far as possible, facts will be given to the public as to how to obtain real lamb and how to avoid paying prices of lamb and receiving cuts from carcasses of old ewes.

Prizes will be offered for the best displays of lamb in shop and restaurant windows during the week. Also, there will be local prize essay contests. Preparatory meetings with retailers will be held in some of the larger towns, and a special display of lamb placed in convenient places in shopping districts, with lectures and demonstrations upon the cooking of lamb going on daily.

There is every argument in favor of a larger use of lamb in the lamb raising states. Every pound that can be consumed in the producing sections is of economic benefit to non-sheep raisers as well as to those engaged in the industry, and relieves by that much the quantity that is subject to the expense of transportation and shrinkage and to the competition for the patronage of packers and consumers in distant states.

The Salt Lake Union Stock Yards Company is to serve lamb at the lunch stands during the National Ram Sale, and will feature lamb Salisbury (hamburger), the dish with which the Chesapeake Restaurant at the Cullen Hotel has created such a stir and quadrupled its use of lamb.

Lamb Market Conditions and Prices in June

CHICAGO

ON the final June session of the lamb market (June 30), prices broke 50 cents per hundredweight at Chicago; at New York the dressed market gained \$1 to \$2 per hundredweight.

On that session one doubledeck of Idaho lambs went to an outsider at \$11.60; the packer top was \$11.50; light cull lambs were unsalable, at least to packers; fat ewes to killers bulked at \$2.75@3.50, old nannies going as low as \$1 per hundredweight. On the corresponding day of 1929, choice western lambs sold at \$15@15.10, the bulk of the offering at \$14.50 to \$14.90; fat ewes were ready sale at \$6@6.50 and killers wanted throwout native lambs in the worst way at \$11 to \$11.50; all of which substantiates contention that what happens at the market one year is rarely repeated the next, especially at the corresponding time.

June lamb trade opened somewhat auspiciously, but as time worked along trading conditions became worse, the final session being at the low point of the month. Except at Chicago, supply was fairly heavy. The dressed market blew hot and cold alternately, flashes of strength following collapses. At the Atlantic seaboard week-end clearing sales were necessary at absurdly low prices. Farm flock owners, running true to form, burdened every market on the map with light, unfinished native lambs, for the product of which there is only a limited outlet. In this instance the dressed market was so surfeited with trash that packers refused to consider it in their buying scheme. Occasionally native lambs of this type trucked to the market were sent back to the country. Few thin western lambs were available so that a feeder market did not develop. During the month California lambs disappeared, the season's production in Kentucky and Tennessee was worked off and the advance guard from the Northwest range states, shed-dropped lambs, exerted an influence on prices. Early arrivals from that quarter earned \$13.25, early, but by the

close of the month packers had their peg in the \$11.50 hole.

There were few outstanding features during the month. In this category were:

An avalanche of trash unloaded by farmer breeders in anticipation of further depreciation.

Refusal of a definite feeder market to develop, mainly for lack of thin western lambs to trade in.

Superabundance of female stock of all kinds from shelly, aged ewes to good, full-mouthed native breeding stock.

A volatile and undependable dressed market, especially at the Atlantic seaboard.

Liberal receipts at "river" markets; light supplies at Chicago, especially when stuff consigned direct to packers was reckoned with.

Uniformity of prices at the three "river" markets, Omaha, St. Joseph and Sioux City.

Accumulating evidence that Sioux City is getting into the front rank as a lamb market.

A continuous decline of approximately \$1.50 to \$2 per hundredweight on lambs; \$2 on fat sheep.

Western markets absorbed a larger proportion of the range crop, compared with Chicago, than ever before.

Large proportion of Chicago receipts direct to packers.

Narrow outlets for thin and light lambs; also all kinds of sheep.

Range shippers topped out their best lambs, holding back the others to make weight and await demand for feeders.

A much wider range between fat lamb and feeder prices than in recent years.

Shortage of fat Texas sheep.

Early in June the first Washington lambs, 68 pounds, made \$13.50; on the last round \$11.60 took better lambs. The \$13.50 sales registered top for the month and may have been "scratchy". On the last session the Farmer lambs from Idaho, 82 pounds, sold at \$11.50 and the Keller consignment, 88 pounds, at \$11.50. The Harder lambs, from Washington, at \$13.50, weighed 68 pounds. On June 3 Californias weighing 85 pounds made

the season's top on that crop at \$13.25. On June 6 the first Oregon lambs of the season reached Chicago, weighing 76 pounds and going to packers at \$13 and \$13.10. Sorting was light, the outs going to feeders at \$8.50 and \$9. The top dropped gradually during the month, with few reactions, which were always feeble and easily wiped out; in fact it was a buyers' market all through.

During the first week the top was \$13.50, bulk of the desirable lambs selling at \$12.75 to \$13.25, feeders at \$8.50@10. A handful of yearlings made \$9.25@10.25, with a \$10.25 top. Fat ewes sold mainly at \$4@5 with a \$5.50 top.

During the second week the lamb top was \$12.75, the bulk selling at \$12@12.25; feeding lambs at \$9. Yearlings bulked at \$9@10; top \$10.50. Fat ewes dropped to \$3@3.50 basis; top \$4.50.

During the third week a \$13 top appeared, \$12 to \$12.50 taking most of the good lambs. Yearlings sold at \$8 to \$10, with a few at \$10.25, bulk of the fat ewes cashing at \$2.50@3.50, with an occasional sale at \$3.75.

The fourth week continued the market on its downward course. Early choice western lambs sold at \$12.45, but toward the close the \$12 quotation was erased, \$11.75 taking the pick of the offering under severe sorts. Taking the whole week, \$11.50 to \$12.25 took the bulk; later it was an \$11 to \$11.75 trade, feeding lambs costing \$8.50. Yearlings sold at \$9@9.25, and fat ewes at \$2.50@3.50.

Good lambs were cleared, as a rule, without difficulty, but native trash accumulated until it had no stated value. Greek butchers, who have an outlet for low grade lambs, were the only contenders and they made prices to suit themselves. A load of Ozark, Missouri, lambs weighing 61 pounds reached Chicago via St. Louis late in June and had to go to a city butcher at \$6. Other peewee stuff sold as low as \$4 per hundredweight when it could be moved. Rarely did a definite market for lambs weighing under 70 pounds exist and below the 75-pound line, buyers were indifferent. Sorting was drastic; in some instances loads

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of native lambs were cut in the middle, the two halves selling \$3 to \$3.50 per hundredweight apart. Thousands of light native lambs weighing 60 pounds down went to killers at \$5, fat 55-pounders selling at \$8.

Dressed trade was sloppy much of the time. Comparison between 1929 and 1930 June dressed prices is interesting. Common to choice carcasses weighing 38 pounds down sold this season at \$10 to \$25 per hundredweight against \$20 to \$29 last year, the present wide spread indicating the extent to which the dressed market was glutted with low grade product. The spread on common to choice carcasses weighing 39 to 45 pounds was \$10 to \$26 per hundredweight this year, against \$19 to \$29 in 1929. At all times distributive channels were buried with low grade product on which sudden drops of \$2 to \$3 per hundredweight occurred. The dressed market was, however, more resilient than live lamb trade, occasionally staging "comebacks" of \$1 to \$2 per hundredweight. Common to medium carcasses sold largely at \$11 to \$20 per hundredweight, choice grades being scarce and eligible to a premium. The deluge of ordinary and inferior meat exerted a demoralizing influence on the whole trade. Heavy ewe and buck carcasses wholesaled as low as \$4 and good, handyweight ewe carcasses were rarely able to beat \$9. Good yearling carcasses were slow at \$11@12. Stew meat wholesaled around \$3. On the New York market choice carcasses realized \$26 to \$29, while common sold down to \$10.

While the trade can always absorb a reasonable quantity of low grade lamb, when the limit is passed trouble invariably ensues. Cost of killing and dressing a cull lamb is equal to that of handling a high grade animal and it makes scant tonnage. On this occasion, so acute was the glut that Greek butchers refused to pass the \$6.50 line and "skates" were unsalable.

Many instances were cited to demonstrate the drastic depreciation between June, 1929 and 1930. On June 11, 1930, the Elmore Sheep Company of Idaho sold a band of lambs in Chicago at \$12.25; the previous year to a day the same product cashed at \$15.75.

What influence direct shipments to packers exerted on prices must be left to conjecture, but the fact that approximately 50 per cent of June receipts arrived at Chicago that way was not conducive to competition, the downward course of prices all through June suggesting that it was an excellent device to control the trend of values, making Chicago a basing point for western trading. On the volume of business done at Chicago the trend should, logically, have been in the other direction. At "river" markets quotations were almost identical, buyers being apparently on the alert to prevent one from outselling the others. At high levels such a condition does not invite criticism.

New crop northwestern lambs showed both condition and quality. Sorting was light as killers took practically the entire run. Western shippers, realizing that no reliable demand for feeders existed, cut back light ends.

Present prospects are that good fat lambs and trash will sell at a wide range all summer; also that there will be a wide spread between fat range lambs and feeders.

A demoralized sheep market reflected lack of demand for that product. Late in the month \$3.50 was an outside price for fat ewes, good medium weights sold at \$3 and extreme weights at \$2.50, cull ewes dropping to a \$1@1.50 basis. Killers sidestepped this product as retailers asserted inability to vend it at any price. Stew meat was a drug. Breeders came into the fat ewe market late in June, taking three-year-olds at \$3.50 to \$4.50, or less than half the quotations of a year ago when nearly everybody wanted them.

Had the June market lived up to its early advertisement, less dissatisfaction would have generated. Killers took advantage of every opportunity to depress prices, citing dressed trade conditions, a nonreceptive wool market, and low prices for "slats" in extenuation. In every phase of the trade buyers were in selective mood, their complaint being scarcity of finished lambs. To what levels prices would have descended had supply been appreciably greater is conjectural, but had quality and condition been better the market would have been equal to a better performance. An overload of inferior

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product is always against the price as, when thrown into retail channels, this stuff must be sold for what it will bring. In addition to an overdose of light new crop lambs, killers were required to handle many nondescript native yearlings, the product of which is also a bad selling proposition.

At the end of June the market was "shot", in trade vernacular, and the selling side discouraged. Whatever may have justified the 50-cent break on the last day of the month, by no stretch of the imagination could it be attributed to receipts, or dressed trade conditions at the moment. June receipts at the eleven major markets aggregated about 835,000, or 60,000 more than in June, 1929, a large proportion of the gain, if not all, being native trash.

J. E. Poole

DENVER

DENVER prices were around 25 cents lower at the close of the month of June, just ended, as compared to the close of the previous month. Ewe prices also registered a decline during the month. Sheep receipts for June, this year, show an increase over June, 1929, with a total of around 61,086 head this year, as compared to 47,600 for last year.

Sheep prices held up fairly well during the month. Fat lambs were selling early in the month at \$11 to \$11.25 for the best. The \$11.25 top was well maintained up to the middle of the month, but slight declines carried tops to \$11 on the closing session.

Fed ewes were selling around \$5.50 to \$6 early in June. There are no fed ewes coming at the present time, the only offering being from the range districts, and these are selling around \$3 to \$3.50.

The fat lamb market held up through June rather better than many in the trade expected it to. The demand for lamb continues fairly broad and the behavior of the market during the past month is an encouragement to producers who are watching closely the lamb market situation. The course of the trade during the next few weeks will largely determine what the producers will receive for their range lambs this fall.

Present indications are that prices are going to be more satisfactory for feeder lambs than some have predicted.

W. N. Fulton

OMAHA

FOR a brief period as the June trade in sheep and lambs opened, it looked as though the range grower would get away better than had been expected. After the early spurt, however, the lamb market settled back into its usual June form and prices were on the down grade a good share of the time.

This was despite the fact that receipts were of no more than normal seasonal proportions. At about 159,000 head total supplies were nearly 100,000 head lighter than for the preceding month and the second smallest for June since 1925. The exception was a year ago, when the June run footed up 156,000 head.

Compared with the close of May fat lamb quotations stood \$1.00@2.00 lower as June ended, range stock and fed shorn kinds showing the minimum decline. Natives finished at the full break.

Low prices for wool and lamb as compared to recent years—bearish factors that have been at work since the first of the year, along with the difficulty of packers in moving wool stocks, were supplemented during June by the free eastward movement of southern lambs. General business depression, which had such an adverse effect upon the June market for cattle and hogs, also exerted its unfavorable influence in the lamb market. A flood of common and medium native lambs at some of the eastern markets also had its effect in helping to pull down the general price level.

Although the average may have been lower in more recent years, the extreme top of \$12.50 on range lambs stood as the lowest for any June in fourteen years at Omaha. That was paid on the early rise, with the bulk selling at \$12.25@12.50 at that time. With but slight interruption, the trend was lower from that time on and at the finish, choice westerns were moving to packers at \$11.00@11.25, latter price final top.

Natives sold farther from the westerns than usual during June. They brought \$11.75@12.00 at the high time, with an

extreme top of \$12.25, then declined gradually to a \$10.00@10.25 basis on the close. The few fed shorn lambs that came sold readily at \$10.50@11.00, with a top of \$11.50, but \$10.25 would have been a good price for them on the close.

Due more to the scarcity of thin lambs than to slack demand, shipments of feeders were the lightest for any June since 1925, totaling a little better than 25,000 head. Inquiry was not urgent, coming mainly from local feed lot operators, but was fully equal to the supply, although prices declined \$1.00@1.25 in sympathy with that occurring in fat lambs. The few country orders that were received called mainly for choice light lambs, under 65 pounds, and in some cases 60 pounds or less.

A full load of that kind, however, was almost a minus quantity and even small bunches of feeders were scarcer than usual. Western lambs arriving during the month came mainly from Idaho. Their quality was rated better than a year ago and weights averaged a little stronger. Seldom was there a day when more than 10 to 15 per cent of the supply consisted of lambs in feeder flesh and, because of this, packer sorts were comparatively light.

The price spread between fats and feeders was the widest it has been at this season for several years. Most of the time feeder buyers got their supplies \$3.00@3.50 under packers and occasionally as much as \$4.00.

As June opened, feeders sold on an \$8.75@9.50 basis but during the last half of the month a spread of \$8.00@8.25 caught the bulk, with sorted light lambs up to \$8.50. Medium grades and natives ranged from \$8.00 on down to \$7.50 and less.

All aged sheep, from yearlings up, suffered a setback of \$2.50@2.75 during June, that carried prices to the lowest levels in years. From a \$5.00@5.50 basis early fat ewes dropped to \$2.50@3.00 for the best and most sales ranged from \$2.50 down. Common cannies got as low as 75 cents and on that basis were hardly bringing enough to pay the cost of getting them to market. By the end of the month pretty good fed yearlings were selling at \$7.25@7.60, with earlier sales up to \$10.25.

K. H. Kittoe

KANSAS CITY

JUNE lamb prices closed \$1.15 lower than they opened and \$1.50 to \$1.75 lower than the high point on the better grades and \$2 lower on culs and common kinds. The first day of the month lambs topped at \$12.50 and the next day \$12.75 was paid. From then on with the exception of a couple of slight rallies, the general market had a downward course the low point being recorded on the last day of the month when Idaho and Colorado lambs brought \$11.35.

In the first eight days of the month best lambs sold at \$12 and better. In the next six days they ranged from \$11.75 to \$11.95 and on the 17th and 18th scored \$12 again, to repeat on the 20th and 21st. From then on the drop was rather abrupt. While the June average was below recent years the general market for good lambs held better than had been anticipated. Buyers operated freely. In the first six months this year Kansas City slaughter was 20 per cent larger than in the same period last year, 36 per cent more than in the first half of 1928, and 57 per cent more than in the first six months of 1927. New outlet channels have been found in southern and southeastern territory served by Kansas City slaughterers. This outlet is in a position to increase and add materially to Kansas City's demand.

While the upper classes of lambs made a creditable showing for the entire month, common and cull kinds were depressed sharply and to a much lower relative position than for several years. Western offerings did not get this discrimination as they carried practically no undocked or untrimmed lambs. Killers for a number of years past have placed a heavy penalty on buck and undocked lambs, but re-

GET REPORTS OF ACTUAL SALES

Compare with Other Markets,
Think it Over, Figure it
Out, and Then you will

CHOOSE
THE SIOUX CITY MARKET
And will consign your
Sheep and Lambs to
RICE BROTHERS,
Live Stock Commission

HERE ARE A FEW THAT DID

Cheyenne, Wyo.

Rice Brothers,
Sioux City, Ia.
Gentlemen:

We received check and account of sales covering two cars of sheep shipped last Saturday, which were sold by you on Tuesday's market. Let us thank you for the way you handled this shipment.

(Signed) Warren Live Stock Co.

Centerville, S. D.

Rice Brothers,
Sioux City, Ia.
Dear Sirs:

Am very well pleased with the sale you made for me on the lambs I shipped to you, also wish to express thanks for your advice in answer to my inquiry by phone.

Yours truly,

(Signed) Edw. Welsh.

Egan, S. D.

Rice Brothers,
Sioux City, Ia.
Gentlemen:

We are billing you a car of sheep today. The 28 sheep marked with red paint belong to Ed C. Stammer and the balance of the shipment (lambs and ewes) belong to W. F. Tompkins. The sale of the last car of lambs you made for our account was very satisfactory. Kindly do the best you can for us.

(Signed) A. B. Larson,
President First National Bank.

Cattle, Hogs, Sheep—Our Firm Can't Be Beat

We have our own sheep salesmen, selling exclusively for our Firm. Lee C. McMahon, who is recognized as one of the best judges and traders in the business is in charge. He is assisted by Bob Dealy and an ample force of yardmen to handle, sort and care for one car or a trainload.

Write us for information of any kind concerning the sheep business. Wire us when loading.

RICE BROTHERS
Sioux City Stock Yards

For Sale or Lease

To Close an Estate
STOCK RANCH
2645 Acres on Grass Mesa At
Rifle, Colorado;
1500 Acres Tillable, Joins
Forest Reserve

Write: K. W. DUNAWAY
1545 Pearl St., Denver, Colo.
Or See: C. B. Burnett, Silt, Colo.

gardless of the severity of this many farmers do not heed the warning and market their lambs as nature made them. Native lambs always carry a big per cent of culs and most farmers do not seem to improve on the care of their flocks. That is one reason why western lambs bring a margin over natives and the natives form no competition for the westerns.

July will clean up most of the native lambs. The second phase of the range lamb movement will not start until after the middle of August so that practically all natives will be out of the way. In view of the general situation producers and some salesmen are inclined to take a pessimistic view of the late summer and fall lamb market. Prices will be lower than

last year and lower than producers would like to see, but in relation to other live stock and commodities in general they will hold a favorable level. Practically no feeding lambs have been contracted, but demand for feeders at market will show an increased volume. If present range conditions hold the per cent of fat lambs will be large and with a good division as between fat and feeders, the total supply will not be so excessive as some anticipated.

The feeder has an easier money market to encounter than last fall, and while last winter's feeding operations were disastrous to some, there will be others to take their place. Producers can help themselves by keeping supplies well distribut-

ed as to days in the week, also as to markets. There is no occasion for extensive liquidation, nor is it a time for general enlargement of flocks.

Large numbers of old ewes have been moving. Late in the month pretty good fat ewes brought \$2.50 to \$3 and fair kinds as low as \$2 with canners as low as \$1. In most cases it was a process to cut out old timber and make some reduction in flocks. Practically no young ewes have shown up, so that selling thus far has not uncovered any general flock liquidation. Besides the ewes other sheep offerings were wethers that brought \$3.50 to \$4.50 on the low close and yearlings \$6 to \$7.50.

Feeding lambs were taken at \$6 to \$8.50, depending on quality. The June trade in thin lambs usually has no particular relation to the late summer and fall trade, so that it is too early to attempt a guess as to prices for thin lambs.

June receipts in Kansas City were 154,854 or 31,788 larger than in June, 1929, and the largest in any June since 1911. In the first six months this year receipts were 1,067,254 or 156,088 more than in the six months last year and the largest ever reported for the market in the first half of any year.

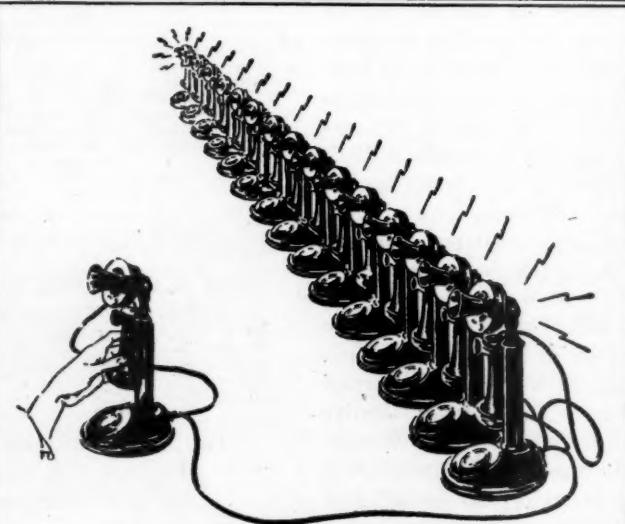
C. M. Pipkin

ST. JOSEPH

SHEEP receipts for June totaled 109,799 compared with 145,282 last month and 106,283 the same month a year ago.

Of the month's total 41,428 were from Idaho points, and California, Arizona and Texas were also well represented. The lamb market was on the down grade most of the time and closing prices are around \$1.00 lower than a month ago. The closing top on westerns was \$11.35, against \$12.25 a month ago; and natives \$11.25 against \$12.25 for the same period. Not many feeders were taken out, a few on late days selling from \$8.00 down. Aged sheep broke sharply during the month, fat ewes on the close selling \$2.50@3.25, wethers \$4.00@5.00, and yearlings \$6.00@7.25.

H. H. Madden



"Atten-shun!"

The telephones of the nation are at your command.

From your home or office telephone, connections can be made to distant points, in most cases, while you hold the line. Rates are lower. A reduction January 1 was the fourth in less than four years.

A suggestion for summer travelers—make advance hotel reservations by telephone. It saves trouble and worry.

**THE MOUNTAIN STATES
TELEPHONE & TELEGRAPH CO.**

CORN BELT FEEDERS SAY EIGHT AND ONE-HALF CENTS

CORN BELT lamb feeders have given scant indication of their buying intentions so far. There is voluminous inquiry concerning probable prices, but few orders. A handful of lambs has gone to the country, costing anywhere from 8½ to 10 cents, Chicago basis, mostly \$9, but the market is not yet at the making stage.

The whole country east of the Missouri River is full of feed, with a promising corn prospect, but a waiting mood so far as replacement is concerned is general. Sharp declines in stock cattle values during June will not exert a bullish, or supporting influence in the case of lambs. The answer to inquiry concerning feeder lamb trade is that the market has not been charted. It may stage a comeback later, but feeder buyers who can be induced to commit themselves as to prices consider 8 to 8½ cents, Chicago basis, about where they will be ready to operate.

Spreads between fat and feeding lambs promise to be wider than in recent years as feeders insist that they are entitled to a margin between original cost and selling prices. A year ago feeders were paying \$13.25 to \$13.60 for 62 to 65-pound lambs, \$12.25 to \$12.50 for 73-pounds, while the best fat lambs were selling around \$15. That narrow spread will not be repeated, popular opinion in feeding circles being that the spread should be \$3 to \$3.50 per hundredweight. With top fat lambs around \$11.50, this rule, if applicable, would put feeders on an \$8@8.50 Chicago basis and practically the same at Missouri River markets.

Western breeders are displaying good judgment in holding thin ends of early shipments. They have adopted this policy because no reliable outlet for feeders has developed, consequently crowding the market would invite trouble. Along in August feeders will probably be in the going and if the corn prospect continues promising meanwhile, they may invade the market in strong force. At high prices buying furores are easily started and present investment levels are attractive.

There is evidence of revival of demand for breeding stock; not on an expansive scale, but sufficient to affect prices. Breeders have been picking up packages of desirable black-face ewes at prices 50 per cent less than a year ago, or around \$5.50 per head. Ewes weighing 180 to 200 pounds that could not have elicited a higher bid than \$3.50 from killers have been peddled to the country at \$4 to \$4.50. It is just possible that farmer breeders who avoided the inflated market recently

will embrace this opportunity to stock up.

At the same time there is considerable liquidation of farm flocks acquired in 1928 and 1929. All markets have been crowded with thin ewes and slate lambs and probably will be all summer. While a few native lambs have been good enough to sell 50 to 75 cents of top prices or \$11.25 to \$12, a mass of trash has been jettisoned that has had to sell anywhere

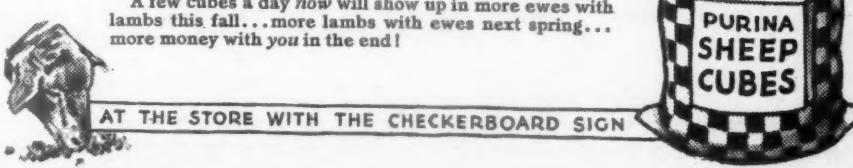
(Continued on page 44)



THERE HE STANDS...in a few short days he'll need staying power...real staying power! For his big job of the year will be right before him...the making of next spring's lamb crop. What this lamb crop will be, of course, depends on your bucks...depends on you! For the right kind of feed will give your bucks staying power...and you can furnish the right kind of feed!

Consider Purina Sheep Cubes for this job. Among the good things in it are cottonseed...linseed...molasses...three great sheep feeds all in one! Mixed...pressed into handy-sized cubes...dried over roaring furnaces...rolled into Checkerboard bags...ready to feed anywhere.

A few cubes a day now will show up in more ewes with lambs this fall...more lambs with ewes next spring...more money with you in the end!



Western Sheepmen:

If Ever in Your History You Needed Service it is Today

**You have the lowest market in years
You have a liberal crop of lambs
Your home buyers are few
You must look to the central markets**

And there is where we can be of real service to you

Note that we are located at all the main points of sale. This means we can advise you where in all likelihood it will be to your best interests to ship.

Our houses are in close touch with one another, and we have no selfish motive in directing shipments to any particular point.

We feel we rendered no small service to the winter-feeders this year along that line, and can serve the western shippers in a similar way.

Let us know what you have and when you figure upon shipping. We will tell you frankly where and when to ship, and naturally if you favor us with your patronage we will exert every effort to make your returns as good as is humanly possible.

John Clay & Company

Live Stock Commission

Mike's store used to be crowded

MIKE runs a meat store in a New England town. It used to be crowded, especially on Saturday night after the pay envelopes were brought home from the cotton mills. His place isn't crowded any more, for the mills in his town are closed. The cotton industry has moved south. There are not so many of Mike's neighbors getting pay envelopes—nor do they get them as often.

But the farmer who produces meat has no occasion to know about this. For the meat that Armour and Company used to deliver to Mike is now delivered by Armour and Company to the prosperous, thriving southern town with its bright new factories and heavy payrolls. The farmer has just as many prosperous customers as before. His market has moved—but Armour and Company has followed it.

One of the most important services that Armour and Company renders, or *can render*, is providing a daily cash market for the farmer's livestock. That market is always there, day in and day out, for the farmer to rely on.

The *new* Armour and Company offers the American public new and modern services that keep pace with the latest conditions in a world that is changing every day.

Edgar White
President

ARMOUR AND COMPANY
U. S. A.

LISTEN TO *the Armour Hour every Friday night over 36 stations associated with the N. B. C. Central Standard. Time 7:30 P. M.-8 P. M.*

CORN BELT FEEDERS

(Continued on page 41)

from \$4 to \$6.50. Obviously people in a mood to make such sacrifice are no longer sheep-minded. A man with a load of nondescript lambs, accompanied by their dams, at Chicago recently was apprised that a sale had been made. "That's good," was his comment. "Don't you want to know the price," queried the salesman. "All I want to know is that I am rid of the darn things," he answered. This mood is common and it indicates that the August to November market will be filled with native lambs, mostly bad and indifferent. As the season advances they will acquire growth but the great bulk will go to the butcher in poor condition. It is the same old story repeated at irregular intervals during the past half century. When wool or lambs, or both

happen to sell high, the farmer becomes enthusiastic, backing it with money, but on the subsequent and inevitable downturn he is as anxious to get out as he was to invest. Just now he is getting out.

Western breeders may hold back a portion of the thin end of this season's lamb crop. Wherever possible this is a commendable policy. Wherever hay and small grain are reasonably abundant and the operator is financially fixed to do so, the holdback system will help in what is recognized as an emergency. If the winter market picks up, and that is not impossible, a winter demand for hay-feds will be logical. Any device calculated to relieve supply pressure at the market during the August to October period will have merit, as it promises to be a season of stress.

J. E. Poole

OREGON—GRASS—LAMBS—AND WOOL

WITH the prevailing low prices for wool and lamb the only spark of optimism among Oregon wool growers as June closed was caused by the excellent grass conditions throughout the range territory. For the most part, with the exception of a few scattered bands, shearing is over and the wool is in the bag and practically all growers have decided on which channels of marketing they will use, whether cooperative or speculative. Early lambs of excellent quality are moving at prices between 35 and 40 per cent lower than last year.

The official report of the Department of Agriculture for May stated that Oregon range conditions are about equal to the average of the past five years. With frequent May showers and cool weather reaching practically all parts of the state and with continued cool weather and spotted showers during June, ranges have constantly been improving. So good were range conditions throughout eastern Oregon in mid-June that W. L. Dutton, former supervisor of the Malheur National Forest, and now assistant in range management with the Forest Service, said, "Never in my experience have I seen eastern Oregon ranges so fine and green at this time of the year as they are now." Likewise, in the Steens mountain section in southern Harney County, grass is reported the best in fifteen years. While portions of the great Harney valley are dry the foothill areas are good.

The great majority of wools produced in Morrow County will be handled by the cooperatives, either the Pacific Cooperative at Portland or the Washington cooperative with headquarters at Yakima. The fleece weights in Morrow County were estimated to average a half to a pound lighter than they were last year, but the quality of wool is very good. Good feed is making for an excellent lamb crop in that county and some early black faced lambs have moved to market. In Lake County shearing was practically completed with the close of June. Excellent range conditions caused some degree of optimism among sheepmen. Good crops of both tame and native hay are in prospect.

The Sioux City Market

Is a Ready Outlet for Some of Your Holdings**WESTERN SHEEPMEAN ARE RAPIDLY APPRECIATING
THIS FACT MORE EACH PASSING YEAR**

STEELE-SIMAN

Commission CompanySioux City's Leading Firm Is Well Equipped
To Handle Your Shipments.**HUGH F. BRAINARD, Salesman**Same Train Service From All Feed Yards and Same Rate Privileges
of Other River Markets.**WRITE OR WIRE FOR FURTHER INFORMATION**

From Grant County come reports that sheep are in extra good condition with ranges good, but that in some portions stock water may become a problem in connection with range utilization owing to the light snow fall last winter.

In Malheur and Union counties the early lamb crop is moving to market in large quantities. In Union County a cooperative lamb pool was formed and sent east. Independent buyers in Malheur County, for good quality stuff, were offering 7½ cents, f.o.b. cars.

In the western portion of the state, Douglas County which has around 140,000 sheep, mostly in farm flocks and is the largest sheep county in the western portion of the state, we find wool growers in large numbers turning to cooperative marketing. A high percentage of growers are joining the Pacific Cooperative Wool Growers Association. Independent wool buyers are paying 16 to 20 cents a pound for wool, depending on quality. During June lambs moved in large numbers at price ranges between 6 and 6½ cents, f.o.b. cars, compared with 10½ to 11¼ cents last year.

During lambing operations this year there was no serious trouble reported from coyotes. Work of federal hunters seems to be effective. During May federal hunters took a total of 322 coyotes, of which 185 were pups. In addition 26 bobcats, four cougars and one predatory bear were taken.

W. L. Teutsch.

SPECIAL SHROPSHIRE PRIZES FOR THE 1930 SHOWS

THE American Shropshire Registry Association has announced its special prize offerings for the shows and fairs this fall. They consist of \$5,931 in cash, twenty shares of stock, and 1000 ribbons. The money has been apportioned as follows: \$960 to the International Live Stock Exposition, \$625 to the Pacific International Live Stock Exposition; \$250, each to the Ohio State Fair, the American Royal Live Stock Show, the Iowa, Indiana, Illinois, Michigan, Minnesota, Wisconsin and Missouri state fairs, and the Eastern States Exposition at Springfield, Mass.; \$200 to the New York State Fair; \$150 to the Oregon State Fair; \$100

to each of the state fairs of California, Maryland, North Carolina, and South Dakota; and \$1029 to Boy's and Girls' club exhibits in thirty-one states, including Oregon, California, Texas, Idaho, Montana, and Washington.

SHEEP RAISING AND LUCK

WHILE I read the "Around the Range" department of the National Wool Grower, I do not now and never have owned a "woolly." Therefore, I will not attempt to answer the questionnaire you have sent me to fill out for that section of your paper. I am just an employee on a large sheep ranch, having been with the company for five years. Prior to com-

ing to Deer Lodge, I worked on other ranches or farms where large and small lots of sheep were kept.

I have formed some ideas regarding sheep raising, and will try to give you some of them. I firmly believe in sheep raising there is no such thing as luck. But if there is, I am firmly convinced it consists of just four things: knowing what to do, when to do it, how to do it, and then doing it.

The average sheepman, and practically all employees on sheep ranches, accept things without much questioning. The sheepman is a slave to precedent. All the time he talks of luck. How different is the scientific breeder. He is a trained

WELL EQUIPPED TO HANDLE THE SHEEP TRADE AT THREE LARGE PUBLIC MARKETS

TAGG BROS. & ROSENBAUM UNION STOCK YARDS, OMAHA

M. C. WILKERSON - - - Sheep Salesman
FRANK and BILL RANDALL - Sheep Salesmen

ROSENBAUM BROS. & CO.
U. S. Yards, Chicago, Ill. Stock Yards, Sioux City, Ia.
JIMMY McCUALEY, Sheep Salesman ART COE, Sheep Salesman
JACK KING, Sheep Salesman

Harry B. Black Sheep Commission Co.

SOUTH ST. JOSEPH, MISSOURI

EXCLUSIVE DEALERS OF SHEEP AND LAMBS

Send Us Your Next Consignment

OUR RECORD

26 Years Selling Sheep at St. Joseph, Missouri
37 Years Actual Experience in Sheep Business

A Member of the Live Stock Exchange And Bonded for Your Protection.

THE FREMONT STOCK YARDS

at Fremont, Nebr.

Are delivering the utmost in careful handling and attention to shipments entrusted to their care.

Roy Jennings, Supt.

MORRIS FEED YARDS

On the SANTA FE Railroad; at MORRIS, KANSAS

These Yards are located ten miles west of Kansas City Stock Yards. Shippers also have the privilege of the ST. JOSEPH MARKET without additional freight charges. Stock loaded 11:00 p.m. arrives St. Joe yards at 7 a.m. next morning. Have Railroad Agent put "FEED AT MORRIS" on your freight bills and contract.

Avoid a big Shrinkage loss by filling your stock at Morris Feed Yards.

A Trial Shipment Will Convince You!

Capacity 45,000 Sheep—125 Cars Cattle.

Office 920 Liv Stock Exchange

Kansas City, Missouri

MR. WOOLGROWER—Everywhere:

The UTAH-IDAHO LIVE STOCK COMMISSION CO., North Salt Lake, Utah, has been purchased by Wm. H. Wyatt, Walter J. Fisher and J. Rube Larson, well known and practical livestock operators of many years' experience. Mr. Larson, (RUBE) will be manager and in charge of operations at the yards, insuring our customers of expert selling service. In addition to cattle and hogs they are going to specialize in fat and feeder sheep. Let them know your requirements or what you have to sell. Their Local, Coast and Eastern connections will enable them to get the TOP DOLLAR for you.

Salt Lake Union Stock Yards

North Salt Lake, Utah

doubter. He demands proofs first of all and these proofs must be genuine. In the first place, above other things, his nature is one which vibrates in unison with that of which he is in search—the seeker after truth is himself truthful, truthful with the truthfulness of nature. He is alert of mind. Nature is ever making signs to him, ever whispering to him the beginnings of her secrets. He is ever on the watch, ready at once to lay hold of nature's hint, however small, or listen to her whisper, however low. He understands the physiology of the reproductive system, and the underlying phenomena of birth. The facts about inbreeding, and a knowledge of the laws of heredity are of great economic value to any breeder. But no matter how well a sheep, or for that matter, any animal may be bred, if it does not get proper care and feed, to the eye it will be a scrub; but as a breeder, may be worth its weight in gold, depending on its germ plasm.

One thing most large sheep raisers are up against is the inefficiency of farm labor. When it comes to irrigating, grain harvesting, haying, fencing, and other kinds of work, two good men will do more work and do it far better than five poor ones would. But some of the poor ones would and do make good hands if they have a foreman or an "old dependable hand" to take the lead. But in case the leader is an old hand, it must be understood by all that what he says goes.

The last four winters I have fed and cared for 1200 to 1400 ram lambs, and was happy doing it; but I feel I would be happier feeding and caring for a small pure bred flock of my own, and that is what I am striving for; but as I am in my early fifties, will I succeed?

Jordan Miller.

SCIENCE REVOLUTIONIZING SHEEPMEN'S METHODS

MODERN science which has brought the wireless telephone, radio and airplane to such a high degree of perfection also is revolutionizing certain branches of the sheep business.

Proof of this fact was given by Dr. Henry Turner of New Hope, Pennsylvania, a veterinarian associated with the Bureau of Animal Industry at Harrisburg during a recent demonstration at

my sheep ranch near Neffs Mills, Huntingdon County, Pa. Dr. Turner's special hobby in life is working out new schemes, devices and veterinary methods for the benefit of farmers. Any disinterested observer who watches him in action a brief while soon will be compelled to admit he is what we term in this section of the Keystone state a "crackerjack."

While here Dr. Turner taught this writer how to pass a rubber tube down a ewe's throat into her stomach. By means of this tube such high powered drugs as tetrachlorethylene, a chemical which spells swift and certain death to all worms infesting sheep, can be poured directly into a sheep's stomach without danger of it going down the windpipe and causing pneumonia.

Dr. Turner also demonstrated a sheep-dipping device which he says is greatly superior to the ordinary equipment generally used in this strenuous task. It consists of a strong partly-wire, partly-board platform upon which four Delaine Merino ewes can be stood at one time and quietly lowered into a vat containing

sheep dip. At one end of the vat is a drain board constructed so that the dip which drips from the wool of these four ewes can flow back into the vat while four more are receiving their annual mid-summer bath.

Sometime ago, this writer, attracted by advertisements in stockmen's magazines, purchased an emasculator and learned how to operate it. This is an ingenious device by means of which ram lambs can be castrated humanely with a minimum of pain and without any open wound or loss of blood. Dr. Turner gave the emasculator his approval, characterizing it as an important, forward step in veterinary science. One already is in use, he says, at the Pennsylvania State Experimental farm at Enola.

Adoption of modern methods has proven both interesting and profitable; in fact, this season we broke all previous records for wool production on any single Huntingdon County farm. Our band of 120 large, smooth, Delaine Merinos produced 1200 pounds of wool, an average of 10 pounds each, while the crop from

70 more fine-wooled yearlings and four coarse-wooled rams was 650 pounds, making a grand total of 1850 pounds. This was recently marketed along with that produced by other farmers through the Huntingdon County wool pool.

There are two main bands of ewes on this ranch. Eighty-five which we breed in the fall now are mothering 90 lambs, while 40 more are utilized in producing fall "hothouse" lambs.

The present writer attributes what success he has encountered thus far in lamb and wool production to the fact that he rather enjoys trying out something new. For the past two years old-timers have been predicting this writer eventually will land in the poorhouse because he always is chasing after new-fangled fads and schemes. But these same prophets of doom were compelled to elevate their eyebrows on the day the county wool association loaded its shipment. At that time the writer drove up with a truck load of the best wool received from the county this season.

Neffs Mills, Pa. Wm. Gregory Moore.



As it costs only a fraction over

ONE CENT PER SHEEP

to use

The World's Best Dip

THE MAJORITY OF SHEEP OWNERS USE IT IN PREFERENCE TO OTHER DIPS.

COOPER'S SHEEP DIPPING POWDER has stood the test of over 80 years' competition with all other dips, and this test has proved its merits to be unequalled. Sheep owners all over the world declare Cooper's to be THE MOST PROFITABLE DIP TO USE.

No expense is spared in making Cooper's the best dip money can buy. The materials are of the highest quality and the process of manufacture is unrivaled. Cooper's is not designed to be a "cheap" dip—but it is by far the most economical.

IT IS SPLENDID ECONOMY TO USE COOPER'S DIP.

Instead of disappointment you get satisfaction. Your sheep are not only cleaned of all external parasites—but they are KEPT CLEAN. No other dip protects sheep for so long after dipping as Cooper's. No other dip has such a splendid effect upon the wool. The shearing board is the place to judge the merits of a sheep dip—and there Cooper's is supreme.

COOPER'S IS THE BEST DIP FOR PREVENTING ATTACKS FROM THE MAGGOT FLY.

WILLM. COOPER & NEPHEWS

1801 Clifton Ave., CHICAGO

WESTERN REPRESENTATIVE

CHAS. F. WIGGS

224 So. West Temple St.

Salt Lake City, Utah

Schreiner Wool & Mohair Co.,
Kerrville, Texas

Billings Hardware Co.,
Billings, Montana

Ellenwood & Co.,
Red Bluff, Calif.

Pacific Cooperative Wool Growers,
Portland, Oregon

SHEEP and LAMB GROWERS and FEEDERS
 SHIP TO THE
Kansas City Stock Yards
 BECAUSE THEY GET
Highest Prices and Best Service

ON THE MISSOURI RIVER

The Kansas City Market Will Continue to Maintain Best Prices

Within the past year yarding service and handling facilities have been increased by extensive improvements in the sheep barns.

Through train service on Union Pacific from Laramie to feed lots at Marysville, Kansas, 149 miles from Kansas City, and feed lots and pasture at Bismark Grove, Kansas, 38 miles from Kansas City. Rock Island Lines feed yards, McFarland, Kansas, 100 miles from Kansas City. Utah shipments moving via Pueblo, will find excellent feeding facilities at the new Missouri Pacific Feed Yards at Leeds, Missouri, 10 miles from Kansas City, and at Emporia, 110 miles and Morris, 10 miles from Kansas City on A. T. & S. F. Ry.

BETTER RAIL SERVICE THAN EVER BEFORE VIA ALL LINES

***The Lindley-Cahow Commission
Company***

Union Stock Yards, Omaha, Nebraska

Years of experience and the personal attention given shipments assure you that an honest effort will be made to please you.

SHEEP SALESMEN:

Ed Nolan
Billy Howard

CATTLE SALESMEN:

T. H. Lindley
Ed Cahow
Geo. A. Nichols
Ward Burgoine

**Members Omaha Live Stock Exchange and Bonded Fully
So Prompt Remittances Are Fully Assured.**

THOMAS H. LINDLEY, President

Live Stock Market Service that One Can Depend Upon!

MONTH in and month out, regardless of conditions, in spite of disquieting events in other industries, is a market service that live stock men have confidence in.

It often happens that in other lines of activities, there is difficulty in moving goods offered for sale, and if transactions are made, the remuneration is not always sure. You hear the expression: "Land is not moving this summer," or "It is hard to make collections." But did you ever stop to think that at a live stock market, every day is sale day and cash is paid for each day's offerings?

Any system of purchasing live stock, which operates to draw live stock supplies from the open competitive market, and thus reduces competition, acts as a factor in depressing prices all along the line. When such a system also makes its selections from only the top class of animals, and allows the inferior quality of animals to go on to the central market, the price situation is still further impaired.

The Omaha Live Stock Market, equipped as it is to handle all kinds and numbers of live stock, and doing business in an honest and aggressive manner, is in a position to bring the shipper the best possible net returns on his shipments—whether one animal or a carload.

**Union Stock Yards Company
of Omaha (Ltd.)**

SHIP
YOUR STOCK
TO
CHICAGO
THE
Live Stock Market
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